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Vendor Profiles

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Information Services Vendor Analysis Program

Vendor Profiles

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VENDOR ANALYSIS PROGRAM

VENDOR PROFILES

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Primary Markets

Industry Specific

Bank	- Banking and finance
BServ	- Business services (accountants, lawyers)
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DMan	- Discrete manufacturing
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Ins	- Insurance
Loc	- Local government
Man	- Manufacturing
PMan	- Process manufacturing
PServ	- Personal/consumer services
RSal	- Retail sales
St	- State government
Tele	- Telecommunications
Tran	- Transportation
Util	- Utilities
WSal	- Wholesale sales
Misc	- Construction/agriculture

Cross Industry Application Solutions

AC	- Accounting
ES	- Engineering/scientific
ET	- Education and training
HR	- Human resources
OS	- Office systems
PA	- Planning and analysis
SA	- Sales/marketing

Other

CASE	- Computer-aided software engineering
COM	- Computer output microfilm
DB	- On-line data base services
DR	- Disaster recovery
EC	- Electronic commerce
INT	- Internet

Product/Service Offering

1 = Processing Services
2 = Network Services
3 = Applications Software Products
4 = Systems Software Products
5 = VAR/Turnkey Systems
6 = Professional Services
7 = Systems Integration
8 = Outsourcing INPUT

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AT&T Solutions - Outsourcing	5/97	Bank, Man, Trans, Util, HS	8
AT Kearney/EDS- SAP Services	12/97	DMan, Man, Util	6
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Baan Company, N.V.	5/97	DMan, Dis	3
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Bull Information Systems - Desktop Services in the U.K.	10/97	Bank, Loc, BServ	6, 2
Cadence Design	3/98	CASE, ES	3,6
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Cap Gemini America - Outsourcing	8/97	Bank, Dis, Man, Tele	8
Cap Gemini S.A.	6/97	Cross	6, 8, 7
Cap Gemini - SAP Services	12/97	Tran, PMan, Util, HR	6
Capita Group Plc, The	8/97	Gov, Util	8, 6
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Check Point Software Technologies Ltd.	8/97	Cross/INT	4
CMG (Computer Management Group) Ltd	3/97	Bank, Man, Govt	6
CMG - SAP Services	12/97	AC, Tele, Tran, DMan	6
Comdisco - Business Continuity Services	1/98	DR, Cross	1
Computacenter	3/97	Cross	3
Computacenter - Desktop Services in the U.K.	10/97	Bank, Man, Tran	6, 2
CONNECT, Inc.	6/97	Man	3, 4
Coopers & Lybrand Consulting	3/98	Cross	6,7
Coopers & Lybrand Consulting - SAP Services	12/97	Tele, DMan, PMan, AC	6
CyberCash, Inc.	7/97	PServ, Bank, Cross/INT	1, 3
DA Consulting Group - SAP Services	12/97	PMan, Util, Bank, ET	6
Deloitte & Touche	3/98	Cross	6,7
Digital - Business Continuity Services	1/98	DR, Bank, Rsal, Man	1
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Druid Group Plc	12/96	DMan, Cross	6
Druid Group Plc - SAP Services	1/98	ES, Pman, Util, Rsal	6,7
Enator AB	5/97	Cross	3, 6, 8
EDS - Call Center Services	2/98	Man, Util	6,7
Ernst & Young	3/98	Cross	6, 7
Ernst & Young - SAP Services	12/97	Util, RSal, Man	6
F.I. Group Plc	3/97	PServ, Bank, Dis	8
F.I. Group - Call Center Services	2/98	Bserv, Bank, Ins	6,1

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Frontier Technologies Corporation	6/97	Cross/INT	4
Getronics	6/97	Man, Govt., Bank	7, 2, 6
Grenada BCS - Business Continuity Services	1/98		
Global Internet.Com, Inc.	9/97	Cross	7, 2, 4
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Marcam Corporation	1/97	PMan	3
MATRIXX Marketing Inc.	8/97	Cross/SA	8
McDonnell Information Systems (MDIS) Group plc	12/96	Cross	5,3,6
McDonnell Information Systems - Desktop Services in the U.K.	10/97	Gov, RSal, DMan	2, 6

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MDIS - Call Center Services	2/98	Bserv, HS, Loc	6, 7, 8
Memorex Telex N.V.	2/97	Cross	6, 8
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Plaut - SAP Services	1/98	Cross	6, 7
Price Waterhouse	3/98	Cross	6, 7
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PSINet Inc.	7/97	Cross/INT	2, 4
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St. Paul Software	5/97	DMan, Dis	3
SAP AG	6/97	DMan, PMan	3, 6
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SG2 Group	6/97	Bank, Govt.	8, 4, 6
SG-RS - Business Continuity Services	1/98	Bank, Bserv, Cross	1

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Siemens Nixdorf Information Systems	3/98	Cross	2, 6
SNIS - SAP Services	1/98	Bserv, Man, Tele, Rsal	6,7
SPRINT Corporation	10/97	Cross	2
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V-ONE Corporation	9/97	Tele, Bank, Govt.	4, 6
Vertex - Call Center Services	2/98	Util	1,8

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Unisys - Network Services & Support	4/98	Cross	2
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Baan Company - Baan Services Providers	5/98	Cross	6.7
BDM International, Inc. – Baan Services Providers	5/98	DMan	6.7

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CyberCash, Inc.	7/97	PServ, Bank, Cross/INT	1, 3

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Ernst & Young - SAP Services	12/97	Util, RSal, Man	6
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Information Services Vendor Analysis Program

Vendor Profiles

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DMan	- Discrete manufacturing
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Ins	- Insurance
Loc	- Local government
Man	- Manufacturing
PMan	- Process manufacturing
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St	- State government
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Cross Industry Application Solutions

AC	- Accounting
ES	- Engineering/scientific
ET	- Education and training
HR	- Human resources
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PA	- Planning and analysis
SA	- Sales/marketing

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INT	- Internet

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Key to Table of Contents

Primary Markets

Industry Specific

Bank	- Banking and finance
BServ	- Business services (accountants, lawyers)
Dis	- Distribution
DMan	- Discrete manufacturing
Educ	- Education
Fed	- Federal government
HS	- Health services
Ins	- Insurance
Loc	- Local government
Man	- Manufacturing
PMan	- Process manufacturing
PServ	- Personal/consumer services
RSal	- Retail sales
St	- State government
Tele	- Telecommunications
Tran	- Transportation
Util	- Utilities
WSal	- Wholesale sales
Misc	- Construction/agriculture

Cross Industry Application Solutions

AC	- Accounting
ES	- Engineering/scientific
ET	- Education and training
HR	- Human resources
OS	- Office systems
PA	- Planning and analysis
SA	- Sales/marketing

Other

CASE	- Computer-aided software engineering
COM	- Computer output microfilm
DB	- On-line data base services
DR	- Disaster recovery
EC	- Electronic commerce
INT	- Internet

Product/Service Offering

1 = Processing Services
2 = Network Services
3 = Applications Software Products
4 = Systems Software Products
5 = VAR/Turnkey Systems
6 = Professional Services
7 = Systems Integration
8 = Outsourcing

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Andersen Consulting - Outsourcing	5/97	Cross	8
AT&T Solutions - Outsourcing	5/97	Bank, Man, Trans, Util, HS	8
Atos Group	6/97	Cross	1, 8, 7
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BISYS Group, Inc. (The)	1/97	Bank	1, 8
Booz Allen & Hamilton	1/97	Cross	6, 7
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Cap Gemini S.A.	6/97	Cross	6, 8, 7
CGI	11/95	Bank, Ins, DMan,	6,3
CMG (Computer Management Group) Ltd	3/97	Bank, Man, Govt	6
Computacenter	3/97	Cross	3
CONNECT, Inc.	6/97	Man	3, 4
Diba, Inc.	6/97	Cross/INT	4
Druid Group Plc	12/96	DMan, Cross	6
Enator AB	5/97	Cross	3, 6, 8
F.I. Group plc	3/97	PServ, Bank, Dis	8

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Andersen Consulting - Outsourcing	5/97	Cross	8
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CGI	11/95	Bank, Ins, DMan,	6,3
Check Point Software Technologies Ltd.	8/97	Cross/INT	4
CMG (Computer Management Group) Ltd	3/97	Bank, Man, Govt	6

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Logica Plc	1/97	Bank, Man	7, 6
Marcam Corporation	1/97	PMan	3
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Informix Software	7/97	Bank, DMan, Cross	4, 3

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Vendor Profiles

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U.S. Information Services Vendor Analysis Program

Vendor Profiles

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PServ	- Personal/consumer services
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Tran	- Transportation
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Cross Industry Application Solutions

AC	- Accounting
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PA	- Planning and analysis
SA	- Sales/marketing

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U.S. Information Services Vendor Analysis Program

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Cambridge Technology Partners, Inc.	6/96	Ins, Man, Bank, Tele	6, 7
Candle Corporation	6/94	Cross	4
CAP GEMINI America	7/96	Cross	6, 7
Ceridian Corporation	4/95	Cross/Fed	1, 7
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Compression Labs, Incorporated	6/96	Cross	5
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CyberGuard Corporation	8/96	Cross/INT	4
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Daly & Wolcott, Inc.	7/95	Dis, Man	3, 6

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DataWorks Corporation	3/96	DMan	3
DecisionOne Corporation	4/96	Cross	6, 8
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Delta Consulting Group, Inc.	5/96	Bank, HS, Man, Tele	6
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Dimension X	8/96	Cross/INT	4
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Dun & Bradstreet Software See: Geac Computer Corporation Limited			
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Gupta Corporation (name changed to Centura Software)	5/95	Cross	4
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Hewlett-Packard Company	4/95	Cross	6, 7, 8
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IBM Integrated Systems Solutions Corporation	7/95	Bank, Ins, HS, Dis, Tran, Man, Tele, Util	8, 7, 1
iCat Corporation	9/96	Cross/INT	4
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Infoseek Corporation	9/96	Cross/INT	4
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KPMG Peat Marwick L.L.P.	5/96	Cross	6, 7
Lante Corporation	9/94	Cross	6

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Wildfire Communications, Inc.	4/96	Cross/OS	3
Worldwide Chain Store Systems, Inc.	3/96	Man, Dis	3
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Vendor Profiles

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U.S. Information Services Vendor Analysis Program

Vendor Profiles

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DMan	- Discrete manufacturing
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Arthur D. Little, Inc.	8/96	Cross	6
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U.S. Information Services Vendor Analysis Program

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Checkpoint Software Technologies, Ltd.	7/96	Cross/INT	4

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Cincinnati Bell Information Systems Inc.	8/96	Tele, Fed	1, 3, 6
Cincom Systems, Inc.	6/96	Cross, Man	4, 3
Cisco Systems, Inc.	5/95	Cross	--
Complete Business Solutions, Inc.	2/96	Cross	6, 7
Compression Labs, Incorporated	6/96	Cross	5
CompuServe Incorporated	4/96	Cross/DB	2, 3
Computer Associates International, Inc.	1/96	Cross, DMan	4, 3
Computer Horizons Corp.	6/96	DMan, PMan, Tele, Bank	6, 7
Computer Outsourcing Services, Inc.	4/96	Cross/HR,DMan, PMan, HS	1, 8
Computer Sciences Corporation	2/96	Fed, Man, Bank, Ins	6, 7, 8
Computer Task Group, Inc.	8/95	DMan, PMan, Bank BServ	6, 7
CompuTrac, Inc.	6/96	BServ	5
Compuware Corporation	3/96	Cross	4, 6
Comshare, Inc.	2/96	Cross/PA	3, 6
Consilium, Inc.	3/96	DMan, PMan	3, 6
Continuum Company, Inc. (The) (acquisition by Computer Sciences Corp. pending)	1/96	Ins, Bank	6, 3, 1, 8
Coopers & Lybrand Consulting	5/96	Cross	6, 7
Cordant, Inc.	3/95	Fed, DMan, PMan	7, 6
Corporate Computing International	9/94	Cross	4, 6
Corporate Systems, Ltd.	10/95	Cross/HR	1, 6
CSG SYSTEMS, Inc.	4/95	Tele	1
Cutler-Williams, Inc.	2/95	Cross	6, 7
CyberGuard Corporation	8/96	Cross/INT	4
CyCare Systems, Inc. (acquired by HBO & Company)	5/95	HS	1, 5, 8
Daly & Wolcott, Inc.	7/95	Dis, Man	3, 6
DataTimes Corporation	4/95	Cross/DB	2
DataWorks Corporation	3/96	DMan	3
DecisionOne Corporation	4/96	Cross	6, 8
Deloitte & Touche Consulting Group/ICS	10/95	Cross	6

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Delphi Information Systems, Inc.	3/96	Ins	5, 6
Delta Consulting Group, Inc.	5/96	Ban, HS, Man, Tele	6
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Digital Equipment Corporation	1/96	Cross	7,8, 6, 4
Dimension X	8/96	Cross/INT	4
Donnelley Enterprise Solutions, Inc.	3/96	Cross	6, 7, 8
Dun & Bradstreet Software	6/94	Cross/HR/AC DMan	3
Easel Corporation	5/94	Cross	4
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Equifax Inc.	5/96	Ins, Bank, RSal	1, 2, 3
Ernst & Young LLP Management Consulting	9/95	DMan, PMan, Ins, Bank, Util, Tele, HS	6, 7, 8, 4
First Data Corporation	6/96	Bank, RDis, HS, Cross	1
FIserv, Inc.	5/95	Bank	1, 2, 8, 3
Friedman Associates	2/96	DMan, PMan, WSal	3
Frontier Technologies Corporation	8/96	Cross/INT	4
GE Information Services	9/95	Bank, DMan, PMan, Cross	1, 2
General Magic, Inc.	7/96	Cross/INT	3, 4
GENESYS Software Systems, Inc.	12/94	Cross/HR	3
Genix Group (The) (acquired by Affiliated Computer Services)	4/96	PMan, DMan, Bank, Ins, HS	8
Global Internet Access Services, Inc.	8/96	Cross/INT	7, 2, 4
Gupta Corporation (name changed to Centura Software)	5/95	Cross	4
HBO & Company	11/95	HS	5, 1, 6
Health Data Sciences Corporation	2/95	HS	5
Hewlett-Packard Company	4/95	Cross	6, 7, 8
Hogan Systems, Inc. (acquired by The Continuum Company)			
Hyperion Software Corporation	2/96	Cross/AC/HR	3

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IBM Integrated Systems Solutions Corporation	7/95	Bank, Ins, HS, Dis, Tran, Man, Tele, Util	8, 7, 1
IMREX Computer Systems, Inc.	10/94	WSal, RSal, DMan	3, 6
I-NET, Inc.	8/95	Fed, Ener, Man, Bank HS	7, 8
Infonet Services Corporation	7/96	Cross	2, 8
Information America, Inc. (acquired by West Publishing)	5/94	BServ	2
Information Builders, Inc.	8/95	Cross	4, 6
Informix Software	4/95	Cross	4, 3
InPower	9/95	Cross/HR	3
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Intuit Inc.	3/96	Cross, Pserv	3
ISM Information Systems Management Corporation (acquired by IBM Canada)	7/94	Fed, St, Bank	8, 7, 1, 2
Jack Henry & Associates, Inc.	1/96	Bank	5, 1,7, 8
J.D. Edwards & Company	3/95	Cross/AC/HR	3
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Litton Computer Services	6/96	Cross	1, 2, 7, 8
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May & Speh, Inc.	4/96	Cross	1, 8
McKinsey & Company, Inc.	8/95	Cross	6
MDIS North America	5/95	DMan, Cross	3, 4
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Novell, Inc.	3/96	Cross	4
Open Market, Inc.	7/96	Cross/INT	4
Oracle Corporation	4/96	Cross	4, 3
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Systems & Computer Technology Corporation	2/96	Educ, St, Loc, Fed, Man, Dis	8, 3

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Technalysis Corporation See: Compuware Corporation			
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U.S. Information Services Vendor Analysis Program

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DMan	- Discrete manufacturing
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Hewlett-Packard Company	4/95	Cross	6, 7, 8
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Intuit Inc.	3/96	Cross, Pserv	3
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Vendor Profiles

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Key to Table of Contents

Primary Markets

Industry Specific

Bank	- Banking and finance
BServ	- Business services (accountants, lawyers)
Dis	- Distribution
DMan	- Discrete manufacturing
Educ	- Education
Fed	- Federal government
HS	- Health services
Ins	- Insurance
Loc	- Local government
Man	- Manufacturing
PMan	- Process manufacturing
PServ	- Personal/consumer services
RSal	- Retail sales
St	- State government
Tele	- Telecommunications
Tran	- Transportation
Util	- Utilities
WSal	- Wholesale sales
Misc	- Construction/agriculture

Cross Industry Application Solutions

AC	- Accounting
ES	- Engineering/scientific
ET	- Education and training
HR	- Human resources
OS	- Office systems
PA	- Planning and analysis
SA	- Sales/marketing

Other

CASE	- Computer-aided software engineering
COM	- Computer output microfilm
DB	- On-line data base services
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EC	- Electronic commerce

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1 = Processing Services
2 = Network Services
3 = Applications Software Products
4 = Systems Software Products
5 = VAR/Turnkey Systems
6 = Professional Services
7 = Systems Integration
8 = Outsourcing

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America Online, Inc.	4/96	Cross/DB	2
American Business Computer See: Sterling Commerce, Inc.			
American Management Systems, Inc.	5/96	Tele, Bank, Fed, Loc, Educ	6, 7
American Software, Inc.	2/96	Cross, DMan, Dis, HS	3
Ameritech Corporation	10/95	Cross	2, 6, 7, 3
Anacomp, Inc.	3/96	Cross/COM	1
Analysts International Corporation	1/96	Cross	6
Andersen Consulting	5/96	Cross	7, 6
Arkansas Systems, Inc.	2/96	Bank, Cross	3, 4, 6
Arthur D. Little, Inc.	9/95	Cross	6
AT&T Global Information Solutions (name changed to NCR)	7/95	Bank, RSal, Tran, Man, Tele, St	6, 7, 3, 4
AT&T Solutions	6/96	Bank, Man, Dis, Tran, Tele, Util, HS	6, 7, 8

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Autodesk, Inc.	7/95	Cross/ES	3
Automatic Data Processing, Inc.	6/96	Cross/HR, AC	1, 2
Avalon Software, Inc.	5/94	DMan, PMan, Dis	3
Baan Company, N.V.	6/95	DMan, Dis	3
BACHMAN Information Systems, Inc. (name changed to Cayenne Software)	2/96	Cross/CASE	4
Bell Atlantic Corporation	5/96	Cross	6, 3, 4, 7
Bell Atlantic Business Systems Services See: DecisionOne Corporation			
Bell Atlantic Network Integration, Inc.	7/95	Bank, Educ, BServ, HS, St	7, 8
BellSouth Corporation	11/95	Cross	2, 7
BISYS Group, Inc. (The)	2/96	Bank	1, 8
Boeing Information Services	4/94	Fed	6, 7
Boole & Babbage, Inc.	3/96	Cross	4
Boston Consulting Group, Inc.	5/96	Cross	6
Brainstorm Technologies, Inc.	3/96	Cross	4
Broadway & Seymour, Inc.	10/95	Bank	7, 6, 3
BSG Alliance/IT, Inc.	4/96	PMan, Ins, Tele, Tran	6, 7
Business@Web, Inc.	4/96	Cross	3, 6
CACI International	2/94	Fed	6, 8
Cadence Design Systems, Inc.	6/96	Cross/ES	3
Cambar Software, Inc.	2/96	WSal, DMan	3
Cambridge Technology Partners, Inc.	6/96	Ins, Man, Bank, Tele	6, 7
Candle Corporation	6/94	Cross	4
CAP GEMINI AMERICA	9/95	Cross	6, 7
Ceridian Corporation	4/95	Cross/Fed	1, 7
Ceridian Employer Services	4/95	Cross	1
Cincinnati Bell Information Systems Inc.	11/95	Tele, Fed	1, 3, 6
Cincom Systems, Inc.	6/96	Cross, Man	4, 3
Cisco Systems, Inc.	5/95	Cross	--
Complete Business Solutions, Inc.	2/96	Cross	6, 7
Compression Labs, Incorporated	6/96	Cross	5
CompuServe Incorporated	4/96	Cross/DB	2, 3

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Computer Associates International, Inc.	1/96	Cross, DMan	4, 3
Computer Horizons Corp.	6/96	DMan, PMan, Tele, Bank	6, 7
Computer Outsourcing Services, Inc.	4/96	Cross/HR,DMan, PMan, HS	1, 8
Computer Sciences Corporation	2/96	Fed, Man, Bank, Ins	6, 7, 8
Computer Task Group, Inc.	8/95	DMan, PMan, Bank BServ	6, 7
CompuTrac, Inc.	6/96	BServ	5
Compuware Corporation	3/96	Cross	4, 6
Comshare, Inc.	2/96	Cross/PA	3, 6
Consilium, Inc.	3/96	DMan, PMan	3, 6
Continuum Company, Inc. (The) (acquisition by Computer Sciences Corp. pending)	1/96	Ins, Bank	6, 3, 1, 8
Coopers & Lybrand Consulting	5/96	Cross	6, 7
Cordant, Inc.	3/95	Fed, DMan, PMan	7, 6
Corporate Computing International	9/94	Cross	4, 6
Corporate Systems, Ltd.	10/95	Cross/HR	1, 6
CSG SYSTEMS, Inc.	4/95	Tele	1
Cutler-Williams, Inc.	2/95	Cross	6, 7
CyCare Systems, Inc.	5/95	HS	1, 5, 8
Daly & Wolcott, Inc.	7/95	Dis, Man	3, 6
DataTimes Corporation	4/95	Cross/DB	2
DataWorks Corporation	3/96	DMan	3
DecisionOne Corporation	4/96	Cross	6, 8
Deloitte & Touche Consulting Group/ICS	10/95	Cross	6
Delphi Information Systems, Inc.	3/96	Ins	5, 6
Delta Consulting Group, Inc.	5/96	Ban, HS, Man, Tele	6
Dialog Information Services, Inc. See: Knight-Ridder Information, Inc.			
Digital Equipment Corporation	1/96	Cross	7,8, 6, 4
Donnelley Enterprise Solutions, Inc.	3/96	Cross	6, 7, 8
Dun & Bradstreet Software	6/94	Cross/HR/AC DMan	3

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Easel Corporation	5/94	Cross	4
EDS	6/95	Bank, Ins, Fed St, DMan, Tele	1, 6, 7, 8
Equifax Inc.	5/96	Ins, Bank, RSal	1, 2, 3
Ernst & Young LLP Management Consulting	9/95	DMan, PMan, Ins, Bank, Util, Tele, HS	6, 7, 8, 4
First Data Corporation	6/96	Bank, RDis, HS, Cross	1
FIserv, Inc.	5/95	Bank	1, 2, 8, 3
Friedman Associates	2/96	DMan, PMan, WSal	3
GE Information Services	9/95	Bank, DMan, PMan, Cross	1, 2
GENESYS Software Systems, Inc.	12/94	Cross/HR	3
Genix Group (The)	4/96	PMan, DMan, Bank, Ins, HS	8
Gupta Corporation (name changed to Centura Software)	5/95	Cross	4
HBO & Company	11/95	HS	5, 1, 6
Health Data Sciences Corporation	2/95	HS	5
Hewlett-Packard Company	4/95	Cross	6, 7, 8
Hogan Systems, Inc. (acquired by The Continuum Company)			
Hyperion Software Corporation	2/96	Cross/AC/HR	3
IBM Integrated Systems Solutions Corporation	7/95	Bank, Ins, HS, Dis, Tran, Man, Tele, Util	8, 7, 1
IMREX Computer Systems, Inc.	10/94	WSal, RSal, DMan	3, 6
I-NET, Inc.	8/95	Fed, Ener, Man, Bank HS	7, 8
Infonet Services Corporation	9/95	Cross	2, 8
Information America, Inc. (acquired by West Publishing)	5/94	BServ	2
Information Builders, Inc.	8/95	Cross	4, 6
Informix Software	4/95	Cross	4, 3
InPower	9/95	Cross/HR	3
Integral Systems, Inc.	2/94	Cross/AC/HR	3
Intuit Inc.	3/96	Cross, Pserv	3

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ISM Information Systems Management Corporation (acquired by IBM Canada)	7/94	Fed, St, Bank	8, 7, 1, 2
Jack Henry & Associates, Inc.	1/96	Bank	5, 1,7, 8
J.D. Edwards & Company	3/95	Cross/AC/HR	3
Keane, Inc.	11/94	Cross	6
Kenan Systems Corporation	7/95	Tele, Man, Bank, Fed	3, 6
Knight-Ridder Information, Inc.	7/95	Cross/DB	2
KPMG Peat Marwick L.L.P.	5/96	Cross	6, 7
Lante Corporation	9/94	Cross	6
Lawson Software	2/96	Cross/AC/HR	3, 6
LEGENT Corporation (acquired by Computer Associates)	5/95	Cross	4
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Liant Software Corporation	2/96	Cross	4
Litton Computer Services	6/96	Cross	1, 2, 7, 8
Logica Inc.	1/95	Bank, Ins, Tele	6, 7
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Manugistics Group, Inc.	9/95	Cross	3, 4
Marcam Corporation	5/95	PMan	3
May & Speh, Inc.	4/96	Cross	1, 8
McKinsey & Company, Inc.	8/95	Cross	6
MDIS North America	5/95	DMan, Cross	3, 4
Mead Data Central (name changed to LEXIS-NEXIS)	6/94	Cross/DB	2
Medical Information Technology, Inc. (MEDITECH)	3/96	HS	3
Meta-Software, Inc.	12/95	DMan	3, 6
Microsoft Corporation	4/96	Cross/OS	3, 4, 2
M&I Data Services, Inc.	6/96	Bank	1, 3, 8
Moore Business Communication Services	6/96	Cross	1
National Data Corporation	2/96	RSal, Bank, HS	1, 2, 5
NETCOM On-Line Communication Services, Inc.	11/95	Cross	2
Netscape Communications Corporation	5/96	Cross	3, 4

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Novell, Inc.	3/96	Cross	4
Oracle Corporation	4/96	Cross	4, 3
Pacific Telesis Group	6/94	Cross	2, 6, 7
Parametric Technology Corporation	2/96	DMan	3
Paychex, Inc.	10/95	Cross/HR	1
Pentamation Enterprises, Inc.	10/94	Educ, St, Loc	3, 6
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Perot Systems Corporation	8/95	Cross	6, 7, 8
PKS Information Services, Inc.	5/95	Cross	8
Platinum Software Corporation	3/96	Cross	3
Policy Management Systems Corporation	7/95	Ins	1, 3, 8
Power Computing Company	5/94	Cross	8, 6, 1
PRC Inc.	7/94	Fed	6, 7
Progress Software Corporation	6/94	Cross	4
QAD, INC.	4/95	DMan, PMan	3, 6
QUALCOMM Incorporated	4/96	Cross, Tran	2, 5
RAILINC	6/96	Tran	2
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Software Publishing Corporation	9/94	Cross	3
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Unisys Corporation	5/96	Bank, Gov, Tele, Trans, Man	6, 7, 8
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West Publishing Company	8/95	BServ	2, 3
Wildfire Communications, Inc.	4/96	Cross/OS	3
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U.S. Information Services Vendor Analysis Program

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AT&T Global Information Solutions (name changed to NCR)	7/95	Bank, RSal, Tran, Man, Tele, St	6, 7, 3, 4
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Boston Consulting Group, Inc.	5/96	Cross	6
Brainstorm Technologies, Inc.	3/96	Cross	4
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BSG Alliance/IT, Inc.	4/96	PMan, Ins, Tele, Tran	6, 7
Business@Web, Inc.	4/96	Cross	3, 6
CACI International	2/94	Fed	6, 8
Cambar Software, Inc.	2/96	WSal, DMan	3
Cambridge Technology Partners, Inc.	6/95	Ins, Man, Bank, Tele	6, 7
Candle Corporation	6/94	Cross	4
CAP GEMINI AMERICA	9/95	Cross	6, 7
Ceridian Corporation	4/95	Cross/Fed	1, 7
Ceridian Employer Services	4/95	Cross	1
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Cisco Systems, Inc.	5/95	Cross	--
Complete Business Solutions, Inc.	2/96	Cross	6, 7
CompuServe Incorporated	4/96	Cross/DB	2, 3
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Computer Horizons Corp.	6/95	DMan, PMan, Tele, Bank	6, 7
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Computer Task Group, Inc.	8/95	DMan, PMan, Bank BServ	6, 7
CompuTrac, Inc.	8/94	BServ	5
Compuware Corporation	3/96	Cross	4, 6
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Coopers & Lybrand Consulting	5/96	Cross	6, 7
Cordant, Inc.	3/95	Fed, DMan, PMan	7, 6
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CSG SYSTEMS, Inc.	4/95	Tele	1
Cutler-Williams, Inc.	2/95	Cross	6, 7
CyCare Systems, Inc.	5/95	HS	1, 5, 8
Daly & Wolcott, Inc.	7/95	Dis, Man	3, 6
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DataWorks Corporation	3/96	DMan	3
DecisionOne Corporation	4/96	Cross	6, 8
Deloitte & Touche Consulting Group/ICS	10/95	Cross	6
Delphi Information Systems, Inc.	3/96	Ins	5, 6
Delta Consulting Group, Inc.	5/96	Ban, HS, Man, Tele	6
Dialog Information Services, Inc. See: Knight-Ridder Information, Inc.			
Digital Equipment Corporation	1/96	Cross	7,8, 6, 4
Donnelley Enterprise Solutions, Inc.	3/96	Cross	6, 7, 8
Dun & Bradstreet Software	6/94	Cross/HR/AC DMan	3
Easel Corporation	5/94	Cross	4
EDS	6/95	Bank, Ins, Fed St, DMan, Tele	1, 6, 7, 8
Equifax Inc.	5/96	Ins, Bank, RSal	1, 2, 3
Ernst & Young LLP Management Consulting	9/95	DMan, PMan, Ins, Bank, Util, Tele, HS	6, 7, 8, 4

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FIserv, Inc.	5/95	Bank	1, 2, 8, 3
Friedman Associates	2/96	DMan, PMan, WSal	3
GE Information Services	9/95	Bank, DMan, PMan, Cross	1, 2
GENESYS Software Systems, Inc.	12/94	Cross/HR	3
Genix Group (The)	4/96	PMan, DMan, Bank, Ins, HS	8
Gupta Corporation	5/95	Cross	4
HBO & Company	11/95	HS	5, 1, 6
Health Data Sciences Corporation	2/95	HS	5
Hewlett-Packard Company	4/95	Cross	6, 7, 8
Hogan Systems, Inc. (acquired by The Continuum Company)			
Hyperion Software Corporation	2/96	Cross/AC/HR	3
IBM Integrated Systems Solutions Corporation	7/95	Bank, Ins, HS, Dis, Tran, Man, Tele, Util	8, 7, 1
IMREX Computer Systems, Inc.	10/94	WSal, RSal, DMan	3, 6
I-NET, Inc.	8/95	Fed, Ener, Man, Bank HS	7, 8
Infonet Services Corporation	9/95	Cross	2, 8
Information America, Inc. (acquired by West Publishing)	5/94	BServ	2
Information Builders, Inc.	8/95	Cross	4, 6
Informix Software	4/95	Cross	4, 3
InPower	9/95	Cross/HR	3
Integral Systems, Inc.	2/94	Cross/AC/HR	3
Intuit Inc.	3/96	Cross, Pserv	3
ISM Information Systems Management Corporation (acquired by IBM Canada)	7/94	Fed, St, Bank	8, 7, 1, 2
Jack Henry & Associates, Inc.	1/96	Bank	5, 1,7, 8
J.D. Edwards & Company	3/95	Cross/AC/HR	3
Keane, Inc.	11/94	Cross	6
Kenan Systems Corporation	7/95	Tele, Man, Bank, Fed	3, 6
Knight-Ridder Information, Inc.	7/95	Cross/DB	2
KPMG Peat Marwick L.L.P.	5/96	Cross	6, 7

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Lante Corporation	9/94	Cross	6
Lawson Software	2/96	Cross/AC/HR	3, 6
LEGENT Corporation (acquired by Computer Associates)	5/95	Cross	4
LGS Group Inc.	9/95	Cross	6, 7, 8
Liant Software Corporation	2/96	Cross	4
Logica Inc.	1/95	Bank, Ins, Tele	6, 7
Lotus Development Corporation (acquired by IBM)	6/95	Cross	3
Manugistics Group, Inc.	9/95	Cross	3, 4
Marcam Corporation	5/95	PMan	3
May & Speh, Inc.	4/96	Cross	1, 8
McKinsey & Company, Inc.	8/95	Cross	6
MDIS North America	5/95	DMan, Cross	3, 4
Mead Data Central (name changed to LEXIS-NEXIS)	6/94	Cross/DB	2
Medical Information Technology, Inc. (MEDITECH)	3/96	HS	3
Meta-Software, Inc.	12/95	DMan	3, 6
Microsoft Corporation	4/96	Cross/OS	3, 4, 2
National Data Corporation	2/96	RSal, Bank, HS	1, 2, 5
NETCOM On-Line Communication Services, Inc.	11/95	Cross	2
Netscape Communications Corporation	5/96	Cross	3, 4
Novell, Inc.	3/96	Cross	4
Oracle Corporation	4/96	Cross	4, 3
Pacific Telesis Group	6/94	Cross	2, 6, 7
Parametric Technology Corporation	2/96	DMan	3
Paychex, Inc.	10/95	Cross/HR	1
Pentamation Enterprises, Inc.	10/94	Educ, St, Loc	3, 6
PeopleSoft, Inc.	6/95	Cross/HR	3
Perot Systems Corporation	8/95	Cross	6, 7, 8
PKS Information Services, Inc.	5/95	Cross	8
Platinum Software Corporation	3/96	Cross	3
Policy Management Systems Corporation	7/95	Ins	1, 3, 8

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Power Computing Company	5/94	Cross	8, 6, 1
PRC Inc.	7/94	Fed	6, 7
Progress Software Corporation	6/94	Cross	4
QAD, INC.	4/95	DMan, PMan	3, 6
QUALCOMM Incorporated	4/96	Cross, Tran	2, 5
Ross Systems, Inc.	2/96	Cross/AC, Man	3
RSA Data Security, Inc.	5/96	Serv	4, 6
SAP America, Inc.	2/95	Cross/AC	3
Sapient Corporation	3/96	Cross	6
SAS Institute Inc.	5/96	Cross/PA	3, 4
Science Applications International Corp.	12/95	Fed, St, Loc,Tran	6, 7, 8
SEI Corporation	5/94	Bank	1, 8, 3
Shared Medical Systems Corporation	12/94	HS	8, 1, 3, 5
Shaw Systems Associates, Inc.	11/94	Bank	3
SHL Systemhouse Inc. (acquired by MCI)	2/95	Cross	7, 6, 8
Software Publishing Corporation	9/94	Cross	3
Sprint Corporation	9/95	Cross	2
Sterling Commerce, Inc.	4/96	Cross/EC, Bank	2, 3
Sterling Software, Inc.	4/96	Cross, Fed, RSal Bank	6, 8, 4 3, 2
St. Paul Software	1/95	DMan, Dis	3
Subscriber Computing, Inc.	2/94	Tele	3
SunGard Data Systems, Inc.	4/96	Bank, Cross/DR	1, 3, 6
Supply Tech, Inc.	1/95	Cross/EC	4
Sybase	5/95	Cross	4, 6
System Software Associates, Inc.	7/95	DMan, Dis	3
Systems & Computer Technology Corporation	2/96	Educ, St, Loc, Fed, Man, Dis	8, 3
Technalysis Corporation	6/95	Cross	6
Technology Solutions Company (TSC)	10/95	Dis, DMan, PMan, Bank, Ins, HS	7
Terrano Corporation	5/94	HS	5
Tesseract Corporation	2/94	Cross/HR	3, 6
Thomson Financial Services	3/95	Cross/DB	2, 3
Thomson Professional Publishing	6/95	BServ	2

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Timberline Software Corporation	5/94	BServ, Misc	3
Triad Systems Corporation	3/96	RDis	5
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VeriSign, Inc.	3/96	Cross	4, 6
West Publishing Company	8/95	BServ	2, 3
Wildfire Communications, Inc.	4/96	Cross/OS	3
Worldwide Chain Store Systems, Inc.	3/96	Man, Dis	3

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U.S. Information Services Vendor Analysis Program

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Dis	- Distribution
DMan	- Discrete manufacturing
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Fed	- Federal government
HS	- Health services
Ins	- Insurance
Loc	- Local government
Man	- Manufacturing
PMan	- Process manufacturing
PServ	- Personal/consumer services
RSal	- Retail sales
St	- State government
Tele	- Telecommunications
Tran	- Transportation
Util	- Utilities
WSal	- Wholesale sales
Misc	- Construction/agriculture

Cross Industry Application Solutions

AC	- Accounting
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ET	- Education and training
HR	- Human resources
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3 = Applications Software Products
4 = Systems Software Products
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6 = Professional Services
7 = Systems Integration
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American Business Computer See: Sterling Commerce, Inc.			
American Management Systems, Inc.	5/95	Bank, Fed, Loc, Educ	6, 7
American Software, Inc.	2/96	Cross, DMan, Dis, HS	3
Ameritech Corporation	10/95	Cross	2, 6, 7, 3
Anacomp, Inc.	3/96	Cross/COM	1
Analysts International Corporation	1/96	Cross	6
Andersen Consulting	5/95	Cross	7, 6
Arkansas Systems, Inc.	2/96	Bank, Cross	3, 4, 6
Arthur D. Little, Inc.	9/95	Cross	6
AT&T Global Information Solutions	7/95	Bank, RSal, Tran, Man, Tele, St	6, 7, 3, 4
Autodesk, Inc.	7/95	Cross/ES	3
Automatic Data Processing, Inc.	12/94	Cross/HR, AC	1, 2

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Baan Company, N.V.	6/95	DMan, Dis	3
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Bell Atlantic Corporation	6/95	Cross	6, 3, 4, 7
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Cambar Software, Inc.	2/96	WSal, DMan	3
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Ceridian Corporation	4/95	Cross/Fed	1, 7
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Computer Horizons Corp.	6/95	DMan, PMan, Tele, Bank	6, 7
Computer Outsourcing Services, Inc.	4/96	Cross/HR,DMan, PMan, HS	1, 8

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Comshare, Inc.	2/96	Cross/PA	3, 6
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Continuum Company, Inc. (The)	1/96	Ins, Bank	6, 3, 1, 8
Coopers & Lybrand L.L.P.	9/95	Cross	6, 7
Cordant, Inc.	3/95	Fed, DMan, PMan	7, 6
Corporate Computing International	9/94	Cross	4, 6
Corporate Systems, Ltd.	10/95	Cross/HR	1, 6
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Cutler-Williams, Inc.	2/95	Cross	6, 7
CyCare Systems, Inc.	5/95	HS	1, 5, 8
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DataWorks Corporation	3/96	DMan	3
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Digital Equipment Corporation	1/96	Cross	7,8, 6, 4
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Dun & Bradstreet Software	6/94	Cross/HR/AC DMan	3
Easel Corporation	5/94	Cross	4
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FIserv, Inc.	5/95	Bank	1, 2, 8, 3
Friedman Associates	2/96	DMan, PMan, WSal	3

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Genix Group (The)	4/96	PMan, DMan, Bank, Ins, HS	8
Gupta Corporation	5/95	Cross	4
HBO & Company	11/95	HS	5, 1, 6
Health Data Sciences Corporation	2/95	HS	5
Hewlett-Packard Company	4/95	Cross	6, 7, 8
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KPMG Peat Marwick L.L.P.	9/95	Cross	6, 7
Lante Corporation	9/94	Cross	6
Lawson Software	2/96	Cross/AC/HR	3, 6

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Liant Software Corporation	2/96	Cross	4
Logica Inc.	1/95	Bank, Ins, Tele	6, 7
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Compuware Corporation	3/96	Cross	4, 6

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Dun & Bradstreet Software	6/94	Cross/HR/AC DMan	3
Easel Corporation	5/94	Cross	4
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Friedman Associates	2/96	DMan, PMan, WSal	3
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Genix Group (The)	2/95	PMan, DMan, Bank, Ins, HS	8
Gupta Corporation	5/95	Cross	4
HBO & Company	11/95	HS	5, 1, 6

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Hyperion Software Corporation	2/96	Cross/AC/HR	3
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Jack Henry & Associates, Inc.	1/96	Bank	5, 1,7, 8
J.D. Edwards & Company	3/95	Cross/AC/HR	3
Keane, Inc.	11/94	Cross	6
Kenan Systems Corporation	7/95	Tele, Man, Bank, Fed	3, 6
Knight-Ridder Information, Inc.	7/95	Cross/DB	2
KPMG Peat Marwick L.L.P.	9/95	Cross	6, 7
Lante Corporation	9/94	Cross	6
Lawson Software	2/96	Cross/AC/HR	3, 6
LEGENT Corporation (acquired by Computer Associates)	5/95	Cross	4
LGS Group Inc.	9/95	Cross	6, 7, 8
Liant Software Corporation	2/96	Cross	4
Logica Inc.	1/95	Bank, Ins, Tele	6, 7
Lotus Development Corporation (acquired by IBM)	6/95	Cross	3

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Manugistics Group, Inc.	9/95	Cross	3, 4
Marcam Corporation	5/95	PMan	3
May & Speh, Inc.	10/94	Cross	1, 8
McKinsey & Company, Inc.	8/95	Cross	6
MDIS North America	5/95	DMan, Cross	3, 4
Mead Data Central	6/94	Cross/DB	2
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Microsoft Corporation	3/95	Cross/OS	3, 4
MUST Software International	9/94	Cross	4
National Data Corporation	2/96	RSal, Bank, HS	1, 2, 5
NETCOM On-Line Communication Services, Inc.	11/95	Cross	2
Novell, Inc.	3/96	Cross	4
Oracle Systems Corporation	4/95	Cross	4, 3
Pacific Telesis Group	6/94	Cross	2, 6, 7
Parametric Technology Corporation	2/96	Dman	3
Paychex, Inc.	10/95	Cross/HR	1
Pentamation Enterprises, Inc.	10/94	Educ, St, Loc	3, 6
PeopleSoft, Inc.	6/95	Cross/HR	3
Perot Systems Corporation	8/95	Cross	6, 7, 8
PKS Information Services, Inc.	5/95	Cross	8
Platinum Software Corporation	3/96	Cross	3
Policy Management Systems Corporation	7/95	Ins	1, 3, 8
Power Computing Company	5/94	Cross	8, 6, 1
PRC Inc.	7/94	Fed	6, 7
Progress Software Corporation	6/94	Cross	4
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SAP America, Inc.	2/95	Cross/AC	3
Sapient Corporation	3/96	Cross	6
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SEI Corporation	5/94	Bank	1, 8, 3
Shared Medical Systems Corporation	12/94	HS	8, 1, 3, 5
Shaw Systems Associates, Inc.	11/94	Bank	3
SHL Systemhouse Inc. (acquired by MCI)	2/95	Cross	7, 6, 8
Software Publishing Corporation	9/94	Cross	3
Sprint Corporation	9/95	Cross	2
Sterling Software, Inc.	3/94	Cross, Fed, RSal Bank	6, 8, 4 3, 2
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Supply Tech, Inc.	1/95	Cross/EDI	4
Sybase	5/95	Cross	4, 6
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VeriSign, Inc.	3/96	Cross	4, 6
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U.S. Information Services Vendor Analysis Program

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ALLTEL Information Services, Inc.	6/95	Bank, HS, Tele	8, 3
America Online, Inc.	4/95	Cross/DB	2
American Business Computer	2/94	Cross/EDI	3
American Management Systems, Inc.	5/95	Bank, Fed, Loc, Educ	6, 7
American Software, Inc.	2/96	Cross, DMan, Dis, HS	3
Ameritech Corporation	10/95	Cross	2, 6, 7, 3
Anacomp, Inc.	1/95	Cross/COM	1
Analysts International Corporation	1/96	Cross	6
Andersen Consulting	5/95	Cross	7, 6
Arkansas Systems, Inc.	2/96	Bank, Cross	3, 4, 6
Arthur D. Little, Inc.	9/95	Cross	6
AT&T Global Information Solutions	7/95	Bank, RSal, Tran, Man, Tele, St	6, 7, 3, 4
Autodesk, Inc.	7/95	Cross/ES	3
Automatic Data Processing, Inc.	12/94	Cross/HR, AC	1, 2
Avalon Software, Inc.	5/94	DMan, PMan, Dis	3

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Broadway & Seymour, Inc.	10/95	Bank	7, 6, 3
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CACI International	2/94	Fed	6, 8
Cambar Software, Inc.	2/96	WSal, DMan	3
Cambridge Technology Partners, Inc.	6/95	Ins, Man, Bank, Tele	6, 7
Candle Corporation	6/94	Cross	4
CAP GEMINI AMERICA	9/95	Cross	6, 7
Ceridian Corporation	4/95	Cross/Fed	1, 7
Ceridian Employer Services	4/95	Cross	1
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Cisco Systems, Inc.	5/95	Cross	--
Complete Business Solutions, Inc.	2/96	Cross	6, 7
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Computer Sciences Corporation	2/96	Fed, Man, Bank, Ins	6, 7, 8
Computer Task Group, Inc.	8/95	DMan, PMan, Bank BServ	6, 7
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Dun & Bradstreet Software	6/94	Cross/HR/AC DMan	3
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Ernst & Young LLP Management Consulting	9/95	DMan, PMan, Ins, Bank, Util, Tele, HS	6, 7, 8, 4
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Daly & Wolcott, Inc.	7/95	Dis, Man	3, 6
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DataWorks Corporation	3/95	DMan	3
Deloitte & Touche Consulting Group/ICS	10/95	Cross	6
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Dun & Bradstreet Software	6/94	Cross/HR/AC DMan	3
Easel Corporation	5/94	Cross	4
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Friedman Associates	6/94	DMan, PMan, WSal	3
GE Information Services	9/95	Bank, DMan, PMan, Cross	1, 2
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HBO & Company	11/95	HS	5, 1, 6
Health Data Sciences Corporation	2/95	HS	5
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Hewlett-Packard Company	4/95	Cross	6, 7, 8

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InPower	9/95	Cross/HR	3
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ISM Information Systems Management Corporation (acquired by IBM Canada)	7/94	Fed, St, Bank	8, 7, 1, 2
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J.D. Edwards & Company	3/95	Cross/AC/HR	3
Keane, Inc.	11/94	Cross	6
Kenan Systems Corporation	7/95	Tele, Man, Bank, Fed	3, 6
Knight-Ridder Information, Inc.	7/95	Cross/DB	2
KPMG Peat Marwick L.L.P.	9/95	Cross	6, 7
Lante Corporation	9/94	Cross	6
Lawson Software	3/95	Cross/AC/HR	3, 6
LEGENT Corporation (acquired by Computer Associates)	5/95	Cross	4
LGS Group Inc.	9/95	Cross	6, 7, 8
Liant Software Corporation	6/94	Cross	4
Logica Inc.	1/95	Bank, Ins, Tele	6, 7
Lotus Development Corporation (acquired by IBM)	6/95	Cross	3
Marcam Corporation	5/95	PMan	3
Manugistics Group, Inc.	9/95	Cross	3, 4
May & Speh, Inc.	10/94	Cross	1, 8
McKinsey & Company, Inc.	8/95	Cross	6
MDIS North America	5/95	DMan, Cross	3, 4
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MUST Software International	9/94	Cross	4
National Data Corporation	2/95	RSal, Bank, HS	1, 2, 5
NETCOM On-Line Communication Services, Inc.	11/95	Cross	2
Novell, Inc.	3/95	Cross	4
Oracle Systems Corporation	4/95	Cross	4, 3
Pacific Telesis Group	6/94	Cross	2, 6, 7
Paychex, Inc.	10/95	Cross/HR	1
Pay-Fone Systems, Inc. See: Paychex, Inc.			
Pentamation Enterprises, Inc.	10/94	Educ, St, Loc	3, 6
PeopleSoft, Inc.	6/95	Cross/HR	3
Perot Systems Corporation	8/95	Cross	6, 7, 8
PKS Information Services, Inc.	5/95	Cross	8
Platinum Software Corporation	6/94	Cross	3
Policy Management Systems Corporation	7/95	Ins	1, 3, 8
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Vanstar Corporation	5/94	Cross	8, 5
West Publishing Company	8/95	BServ	2, 3
Worldwide Chain Store Systems, Inc.	11/94	Man, Dis	3

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U.S. Information Services Vendor Analysis Program

Vendor Profiles

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BServ	- Business services (accountants, lawyers)
Dis	- Distribution
DMan	- Discrete manufacturing
Educ	- Education
Fed	- Federal government
HS	- Health services
Ins	- Insurance
Loc	- Local government
Man	- Manufacturing
PMan	- Process manufacturing
PServ	- Personal/consumer services
RSal	- Retail sales
St	- State government
Tele	- Telecommunications
Tran	- Transportation
Util	- Utilities
WSal	- Wholesale sales
Misc	- Construction/agriculture

Cross Industry Application Solutions

AC	- Accounting
ES	- Engineering/scientific
ET	- Education and training
HR	- Human resources
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American Business Computer	2/94	Cross/EDI	3
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Andersen Consulting	5/95	Cross	7, 6
APL Group, Inc. (The)	5/93	Cross/EDI	4
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Arkansas Systems, Inc.	2/95	Bank, Cross	3, 4, 6
Arthur D. Little, Inc.	9/95	Cross	6
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Cutler-Williams, Inc.	2/95	Cross	6, 7
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Equifax Inc.	6/94	Ins, Bank, RSal	1, 2, 3
Ernst & Young LLP Management Consulting	9/95	DMan, PMan, Ins, Bank, Util, Tele, HS	6, 7, 8, 4
FDP Corp.	4/93	Ins	3, 1
Financial Decision Systems, Inc.	8/93	Cross/AC	3, 6
First Data Corporation	6/93	Bank, HS, RSal Tele	1, 2, 3 5
First Financial Management Corporation (acquired by First Data Corporation)			
FIserv, Inc.	5/95	Bank	1, 2, 8, 3
Friedman Associates	6/94	DMan, PMan, WSal	3
GE Information Services	9/95	Bank, DMan, PMan, Cross	1, 2
GENESYS Software Systems, Inc.	12/94	Cross/HR	3
Genix Group (The)	2/95	PMan, DMan, Bank, Ins, HS	8
Gerber Scientific, Inc.	10/93	Cross/ES, DMan PMan	5
Global Software, Inc.	5/93	Cross/AC, HS	3
Gupta Corporation	5/95	Cross	4

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HBO & Company	11/95	HS	5, 1, 6
Health Data Sciences Corporation	2/95	HS	5
Hogan Systems, Inc.	11/93	Bank	3, 6
Hewlett-Packard Company	4/95	Cross	6, 7, 8
IBAX Healthcare Systems (acquired by HBO & Company)			
IBM Integrated Systems Solutions Corporation	7/95	Bank, Ins, HS, Dis, Tran, Man, Tele, Util	8, 7, 1
IMREX Computer Systems, Inc.	10/94	WSal, RSal, DMan	3, 6
IMRS Inc. (name changed to Hyperion Software)	1/93	Cross/PA	3
I-NET, Inc.	8/95	Fed, Ener, Man, Bank HS	7, 8
INFO GROUP (THE)	8/93	Cross	3
Infonet Services Corporation	9/95	Cross	2, 8
Information America, Inc. (acquired by West Publishing)	5/94	BServ	2
Information Builders, Inc.	8/95	Cross	4, 6
Information Management Corporation	4/93	RSal	3, 6
Information Resources, Inc.	3/93	DMan, Dis	1, 2
Informix Software	4/95	Cross	4, 3
InPower	9/95	Cross/HR	3
Integral Systems, Inc.	2/94	Cross/AC/HR	3
Intergraph Corporation	4/93	Cross/ES	5
Intuit Inc.	2/93	PServ/Cross	3
ISM Information Systems Management Corporation (acquired by IBM Canada)	7/94	Fed, St, Bank	8, 7, 1, 2
Jack Henry & Associates, Inc.	12/93	Bank	5
J.D. Edwards & Company	3/95	Cross/AC/HR	3
Keane, Inc.	11/94	Cross	6
Kenan Systems Corporation	7/95	Tele, Man, Bank, Fed	3, 6
Knight-Ridder Information, Inc.	7/95	Cross/DB	2
KPMG Peat Marwick L.L.P.	9/95	Cross	6, 7
Lante Corporation	9/94	Cross	6
Lawson Software	3/95	Cross/AC/HR	3, 6

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Learning Group International, Inc.	3/93	Cross/ET	6
LEGENT Corporation (acquired by Computer Associates)	5/95	Cross	4
LGS Group Inc.	9/95	Cross	6, 7, 8
Liant Software Corporation	6/94	Cross	4
Logica Inc.	1/95	Bank, Ins, Tele	6, 7
Logicon, Inc.	7/93	Fed	6
Lomas Information Systems	12/93	Bank	1, 3
Lotus Development Corporation (acquired by IBM)	6/95	Cross	3
MacNeal-Schwendler Corporation (The)	6/93	Cross/ES	3
Marcam Corporation	5/95	PMan	3
Martin Marietta Information Systems	9/93	Fed	6, 7, 8
Manugistics Group, Inc.	9/95	Cross	3, 4
May & Speh, Inc.	10/94	Cross	1, 8
McKinsey & Company, Inc.	8/95	Cross	6
MDIS North America	5/95	Dman, Cross	3, 4
Mead Data Central	6/94	Cross/DB	2
Medical Information Technology, Inc. (MEDITECH)	8/94	HS	3
Mentor Graphics Corporation	10/93	Cross/ES/SA	5, 3
Microsoft Corporation	3/95	Cross/OS	3, 4
M&I Data Services, Inc.	12/93	Bank	1, 3, 8
MPACT EDI Systems	3/93	DMan, RSal, Tran	4
MUST Software International	9/94	Cross	4
National Data Corporation	2/95	RSal, Bank, HS	1, 2, 5
NETCOM On-Line Communication Services, Inc.	11/95	Cross	2
Network Equipment Technologies, Inc.	9/93	Cross	4
Novell, Inc.	3/95	Cross	4
Oracle Systems Corporation	4/95	Cross	4, 3
Pacific Telesis Group	6/94	Cross	2, 6, 7
Parametric Technology Corporation	2/93	DMan	3
Paychex, Inc.	10/95	Cross/HR	1
Pay-Fone Systems, Inc. See: Paychex, Inc.			

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PDA Engineering	1/93	Cross/ES	3
Pentamation Enterprises, Inc.	10/94	Educ, St, Loc	3, 6
PeopleSoft, Inc.	6/95	Cross/HR	3
Perot Systems Corporation	8/95	Cross	6, 7, 8
Physicians Practice Management	3/93	HS	3
Pilot Executive Software (acquired by Dun & Bradstreet)			
PKS Information Services, Inc.	5/95	Cross	8
Platinum Software Corporation	6/94	Cross	3
Policy Management Systems Corporation	7/95	Ins	1, 3, 8
Power Computing Company	5/94	Cross	8, 6, 1
PRC Inc.	7/94	Fed	6, 7
Profitkey International, Inc.	6/93	DMan	3, 5
Progress Software Corporation	6/94	Cross	4
Project Software & Development, Inc.	1/93	Cross	3
Proprietary Software Systems, Inc.	11/93	Fed	6
QAD, INC.	4/95	DMan, PMan	3, 6
QUALCOMM Incorporated	8/94	Tran	2, 5
RAILINC Corporation	7/93	Trans	2
RealWorld Corporation	12/93	Cross/AC	3
Retix	8/93	Cross	4
Reynolds and Reynolds Company (The)	1/93	RSal, HS	5
Ross Systems, Inc.	4/94	Cross/AC, Man	3
Santa Cruz Operation, Inc. (The)	6/93	Cross	4, 3
SAP America, Inc.	2/95	Cross/AC	3
SAS Institute Inc.	3/94	Cross/PA	3, 4
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Shared Medical Systems Corporation	12/94	HS	8, 1, 3, 5
Shaw Systems Associates, Inc.	11/94	Bank	3
SHL Systemhouse Inc. (acquired by MCI)	2/95	Cross	7, 6, 8
SofTech, Inc.	10/93	Cross	6, 7
Software Publishing Corporation	9/94	Cross	3
Sprint Corporation	9/95	Cross	2

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Sterling Software, Inc.	3/94	Cross, Fed, RSal Bank	6, 8, 4 3, 2
Stockholder Systems, Inc. (name changed to Servantis Systems, Inc.)	8/93	Bank, Util	3
St. Paul Software	1/95	DMan, Dis	3
Subscriber Computing, Inc.	2/94	Tele	3
SunGard Data Systems Inc.	11/93	Bank, Cross/DR	1, 3
Supply Tech, Inc.	1/95	Cross/EDI	4
Sybase	5/95	Cross	4, 6
Symantec Corporation	8/93	Cross/PA	3, 4
Symix Computer Systems, Inc.	4/93	DMan	5
System Software Associates, Inc.	7/95	DMan, Dis	3
Systems & Computer Technology Corporation	8/95	Educ, St, Loc, Fed, Man, Dis	8, 3
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Terrano Corporation	5/94	HS	5
Tesseract Corporation	2/94	Cross/HR	3, 6
Thomson Financial Services	3/95	Cross/DB	2, 3
Thomson Professional Publishing	6/95	BServ	2
Timberline Software Corporation	5/94	BServ, Misc	3
Trinzic Corporation	9/93	Cross	4
TSI International	7/93	Cross, EDI	3, 4
U.S. Intelco Networks, Inc.	3/95	Tele	1
U S WEST Inc.	10/93	Tele, Cross	1, 2, 3, 4
UUNET Technologies, Inc.	8/95	Cross	2
Vanstar Corporation	5/94	Cross	8, 5
Walker Interactive Systems, Inc.	7/93	Cross	3
Warner Insurance Services, Inc.	3/93	Ins, Bank	8, 1
West Publishing Company	8/95	Bserv	2, 3
Worldwide Chain Store Systems, Inc.	11/94	Man, Dis	3

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Primary Markets

Industry Specific

Bank	- Banking and finance
BServ	- Business services (accountants, lawyers)
Dis	- Distribution
DMan	- Discrete manufacturing
Educ	- Education
Fed	- Federal government
HS	- Health services
Ins	- Insurance
Loc	- Local government
Man	- Manufacturing
PMan	- Process manufacturing
PServ	- Personal/consumer services
RSal	- Retail sales
St	- State government
Tele	- Telecommunications
Tran	- Transportation
Util	- Utilities
WSal	- Wholesale sales
Misc	- Construction/agriculture

Cross Industry Application Solutions

AC	- Accounting
ES	- Engineering/scientific
ET	- Education and training
HR	- Human resources
OS	- Office systems
PA	- Planning and analysis
SA	- Sales/marketing

Other

CASE	- Computer-aided software engineering
COM	- Computer output microfilm
DB	- On-line data base services
DR	- Disaster recovery
EDI	- Electronic data interchange

Product/Service Offering

1 = Processing Services
2 = Network Services
3 = Applications Software Products
4 = Systems Software Products
5 = VAR/Turnkey Systems
6 = Professional Services
7 = Systems Integration
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Advantis	6/95	Cross	1, 2, 8
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Alltel Information Services, Inc.	6/95	Bank, HS, Tele	8, 3
America Online, Inc.	4/95	Cross/DB	2
American Business Computer	2/94	Cross/EDI	3
American Management Systems, Inc.	5/95	Bank, Fed, Loc, Educ	6, 7
American Software, Inc.	12/94	Cross, DMan, Dis, HS	3
Ameritech Corporation	10/95	Cross	2, 6, 7, 3
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Analysts International Corporation	1/95	Cross	6
Andersen Consulting	5/95	Cross	7, 6
APL Group, Inc. (The)	5/93	Cross/EDI	4
Applied Business Technologies, Inc.	7/93	Edu	3
Arkansas Systems, Inc.	2/95	Bank, Cross	3, 4, 6
Arthur D. Little, Inc.	9/95	Cross	6
ASA Legal Systems Company, Inc.	7/93	BServ	5

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AT&T Global Information Solutions	7/95	Bank, Rsal, Tran, Man, Tele, St	6, 7, 3, 4
Autodesk, Inc.	7/95	Cross/ES	3
Automated Concepts Incorporated	2/93	Cross	6
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Boole & Babbage, Inc.	6/94	Cross	4
Boston Consulting Group, Inc.	6/95	Cross	6
Brandon Systems Corporation	2/93	Cross	6
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BSG Alliance/IT, Inc.	9/95	PMan, Ins, Tele, Tran	6, 7
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CACI International	2/94	Fed	6, 8
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Cambar Software, Inc.	10/94	WSal, DMan	3
Cambridge Technology Partners, Inc.	6/95	Ins, Man, Bank, Tele	6, 7
Candle Corporation	6/94	Cross	4
CAP GEMINI AMERICA	9/95	Cross	6, 7

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Cincom Systems, Inc.	3/93	Cross	4, 3
Cisco Systems, Inc.	5/95	Cross	--
Claris Corporation	11/93	Cross	3
Cognos Incorporated	7/93	Cross	4
Comdisco Disaster Recovery Services, Inc.	2/93	Cross/DR	1
Communications Software, Inc.	7/93	Tele	5
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Computer Sciences Corporation	12/94	Fed, Man, Bank, Ins	6, 7, 8
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Corporate Computing International	9/94	Cross	4, 6
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Corporate Systems, Ltd.	10/95	Cross/HR	1, 6
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Daly & Wolcott, Inc.	7/95	Dis, Man	3, 6
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DataWorks Corporation	3/95	DMan	3
Deloitte & Touche Consulting Group/ICS	10/95	Cross	6
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Dow Jones Telerate	5/93	Bank/Cross	2
DST Systems, Inc.	7/93	Bank, Ins	1
Dun & Bradstreet Software	6/94	Cross/HR/AC DMan	3
Easel Corporation	5/94	Cross	4
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Global Software, Inc.	5/93	Cross/AC, HS	3
Gupta Corporation	5/95	Cross	4

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IBM Integrated Systems Solutions Corporation	7/95	Bank, Ins, HS, Dis, Tran, Man, Tele, Util	8, 7, 1
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Kenan Systems Corporation	7/95	Tele, Man, Bank, Fed	3, 6
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KPMG Peat Marwick L.L.P.	9/95	Cross	6, 7
Lante Corporation	9/94	Cross	6
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Network Equipment Technologies, Inc.	9/93	Cross	4
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Oracle Systems Corporation	4/95	Cross	4, 3
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Pay-Fone Systems, Inc. See: Paychex, Inc.			

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Sprint Corporation	9/95	Cross	2

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Systems & Computer Technology Corporation	8/95	Educ, St, Loc, Fed, Man, Dis	8, 3
Technalysis Corporation	6/95	Cross	6
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Timberline Software Corporation	5/94	BServ, Misc	3
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TSI International	7/93	Cross, EDI	3, 4
U.S. Intelco Networks, Inc.	3/95	Tele	1
U S WEST Inc.	10/93	Tele, Cross	1, 2, 3, 4
UUNET Technologies, Inc.	8/95	Cross	2
Vanstar Corporation	5/94	Cross	8, 5
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PMan	- Process manufacturing
PServ	- Personal/consumer services
RSal	- Retail sales
St	- State government
Tele	- Telecommunications
Tran	- Transportation
Util	- Utilities
WSal	- Wholesale sales
Misc	- Construction/agriculture

Cross Industry Application Solutions

AC	- Accounting
ES	- Engineering/scientific
ET	- Education and training
HR	- Human resources
OS	- Office systems
PA	- Planning and analysis
SA	- Sales/marketing

Other

CASE	- Computer-aided software engineering
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EDI	- Electronic data interchange

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Advantage Systems, Inc. See: ADP Financial Services			
Advantis	6/95	Cross	1, 2, 8
Affiliated Computer Services, Inc.	2/94	Bank, Cross	1, 8, 7
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American Business Computer	2/94	Cross/EDI	3
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Analysts International Corporation	1/95	Cross	6
Andersen Consulting	5/95	Cross	7, 6
APL Group, Inc. (The)	5/93	Cross/EDI	4
Applied Business Technologies, Inc.	7/93	Edu	3
Arkansas Systems, Inc.	2/95	Bank, Cross	3, 4, 6
Arthur D. Little, Inc.	9/95	Cross	6
ASA Legal Systems Company, Inc.	7/93	BServ	5

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AT&T Global Information Solutions	7/95	Bank, Rsal, Tran, Man, Tele, St	6, 7, 3, 4
Autodesk, Inc.	7/95	Cross/ES	3
Automated Concepts Incorporated	2/93	Cross	6
Automatic Data Processing, Inc.	12/94	Cross/HR, AC	1, 2
Auto-trol Technology Corporation	9/93	Cross/ES	5, 7
Avalon Software, Inc.	5/94	DMan, PMan, Dis	3
Baan Company, N.V.	6/95	DMan, Dis	3
Bachman Information Systems, Inc.	2/94	Cross/CASE	4
Barrister Information Systems Corporation	10/93	BServ	5
Bell Atlantic Corporation	6/95	Cross	6, 3, 4, 7
Bell Atlantic Business Systems Services	8/95	Cross	6
Bell Atlantic Network Integration, Inc.	7/95	Bank, Educ, BServ, HS, St	7, 8
BGS Systems, Inc.	11/93	Cross	4
BISYS Group, Inc. (The)	1/94	Bank	1
Boeing Information Services	4/94	Fed	6, 7
Boole & Babbage, Inc.	6/94	Cross	4
Boston Consulting Group, Inc.	6/95	Cross	6
Brandon Systems Corporation	2/93	Cross	6
Broadway & Seymour, Inc.	10/95	Bank	7, 6, 3
BSG Alliance/IT, Inc.	9/95	PMan, Ins, Tele, Tran	6, 7
BSG Corporation See: BSG Alliance/IT, Inc.			
CACI International	2/94	Fed	6, 8
Cadence Design Systems, Inc.	5/93	Cross/ES	3
Cadre Technologies Inc.	7/93	Cross/CASE	4
Caere Corporation	6/93	RSal/Cross	3
Cambar Software, Inc.	10/94	WSal, DMan	3
Cambridge Technology Partners, Inc.	6/95	Ins, Man, Bank, Tele	6, 7
Candle Corporation	6/94	Cross	4
CAP GEMINI AMERICA	9/95	Cross	6, 7
Cass Logistics, Inc.	9/93	DMan, PMan, Tran, Dis	1, 3

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Ceridian Corporation	4/95	Cross/Fed	1, 7
Ceridian Employer Services	4/95	Cross	1
Cerner Corporation	5/93	HS	5
Cincinnati Bell Information Systems Inc.	11/93	Bank, Tele, Fed	6, 7, 3, 1
Cincom Systems, Inc.	3/93	Cross	4, 3
Cisco Systems, Inc.	5/95	Cross	--
Claris Corporation	11/93	Cross	3
Cognos Incorporated	7/93	Cross	4
Comdisco Disaster Recovery Services, Inc.	2/93	Cross/DR	1
Communications Software, Inc.	7/93	Tele	5
Complete Business Solutions, Inc.	3/95	Cross	6, 7
CompuServe Incorporated	2/94	Cross/DB	2, 3
Computer Associates International, Inc.	12/94	Cross, DMan	4, 3
Computer Horizons Corp.	6/95	DMan, PMan, Tele, Bank	6, 7
Computer Language Research, Inc.	6/93	BServ, Cross	1, 3
Computer Sciences Corporation	12/94	Fed, Man, Bank, Ins	6, 7, 8
Computer Task Group, Inc.	8/95	DMan, PMan, Bank BServ	6, 7
CompuTrac, Inc.	8/94	BServ	5
Comshare, Inc.	3/93	Cross/PA	3
Consilium, Inc.	3/95	DMan, PMan	3, 6
Continuum Company, Inc. (The)	1/95	Ins	6, 3, 1, 8
Coopers & Lybrand L.L.P.	9/95	Cross	6, 7
Cordant, Inc.	3/95	Fed, DMan, PMan	7, 6
Corporate Computing International	9/94	Cross	4, 6
Corporate Software, Inc.	3/93	Cross	5
Corporate Systems, Ltd.	10/95	Cross/HR	1, 6
CSG SYSTEMS, Inc.	4/95	Tele	1
Cutler-Williams, Inc.	2/95	Cross	6, 7
Cyborg Systems, Inc.	5/93	Cross/HR	3, 6
CyCare Systems, Inc.	5/95	HS	1, 5, 8
Daly & Wolcott, Inc.	7/95	Dis, Man	3, 6

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DataTimes Corporation	4/95	Cross/DB	2
DataWorks Corporation	3/95	DMan	3
Deloitte & Touche Consulting Group/ICS	10/95	Cross	6
Deluxe Data Systems, Inc.	4/93	Bank, RSal	1, 2, 3
Dialog Information Services, Inc. See: Knight-Ridder Information, Inc.			
Dow Jones Telerate	5/93	Bank/Cross	2
DST Systems, Inc.	7/93	Bank, Ins	1
Dun & Bradstreet Software	6/94	Cross/HR/AC DMan	3
Easel Corporation	5/94	Cross	4
EDS	6/95	Bank, Ins, Fed St, DMan, Tele	1, 6, 7, 8
Effective Management Systems, Inc.	5/93	DMan, WSal	5
ELCOMP Systems, Inc.	11/93	HS	5
Equifax Inc.	6/94	Ins, Bank, RSal	1, 2, 3
Ernst & Young LLP Management Consulting	9/95	DMan, PMan, Ins, Bank, Util, Tele, HS	6, 7, 8, 4
FDP Corp.	4/93	Ins	3, 1
Financial Decision Systems, Inc.	8/93	Cross/AC	3, 6
First Data Corporation	6/93	Bank, HS, RSal Tele	1, 2, 3 5
First Financial Management Corporation	6/93	Bank	1, 2
FIserv, Inc.	5/95	Bank	1, 2, 8, 3
Friedman Associates	6/94	DMan, PMan, WSal	3
GE Information Services	9/95	Bank, DMan, PMan, Cross	1, 2
GENESYS Software Systems, Inc.	12/94	Cross/HR	3
Genix Group (The)	2/95	PMan, DMan, Bank, Ins, HS	8
Gerber Scientific, Inc.	10/93	Cross/ES, DMan PMan	5
Global Software, Inc.	5/93	Cross/AC, HS	3
Gupta Corporation	5/95	Cross	4
HBO & Company	7/93	HS	5, 1, 6
Health Data Sciences Corporation	2/95	HS	5

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LGS Group Inc.	9/95	Cross	6, 7, 8
Liant Software Corporation	6/94	Cross	4
Logica Inc.	1/95	Bank, Ins, Tele	6, 7
Logicon, Inc.	7/93	Fed	6
Lomas Information Systems	12/93	Bank	1, 3
Lotus Development Corporation (acquired by IBM)	6/95	Cross	3
MacNeal-Schwendler Corporation (The)	6/93	Cross/ES	3
Marcam Corporation	5/95	PMan	3
Martin Marietta Information Systems	9/93	Fed	6, 7, 8
Manugistics Group, Inc.	9/95	Cross	3, 4
May & Speh, Inc.	10/94	Cross	1, 8
McKinsey & Company, Inc.	8/95	Cross	6
MDIS North America	5/95	Dman, Cross	3, 4
Mead Data Central	6/94	Cross/DB	2
Medical Information Technology, Inc. (MEDITECH)	8/94	HS	3
Mentor Graphics Corporation	10/93	Cross/ES/SA	5, 3
Microsoft Corporation	3/95	Cross/OS	3, 4
M&I Data Services, Inc.	12/93	Bank	1, 3, 8
MPACT EDI Systems	3/93	DMan, RSal, Tran	4
MUST Software International	9/94	Cross	4
National Data Corporation	2/95	RSal, Bank, HS	1, 2, 5
Network Equipment Technologies, Inc.	9/93	Cross	4
Novell, Inc.	3/95	Cross	4
Oracle Systems Corporation	4/95	Cross	4, 3
Pacific Telesis Group	6/94	Cross	2, 6, 7
Parametric Technology Corporation	2/93	DMan	3
Paychex, Inc.	10/95	Cross/HR	1
Pay-Fone Systems, Inc. See: Paychex, Inc.			
PDA Engineering	1/93	Cross/ES	3
Pentamation Enterprises, Inc.	10/94	Educ, St, Loc	3, 6
PeopleSoft, Inc.	6/95	Cross/HR	3
Perot Systems Corporation	8/95	Cross	6, 7, 8

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Hogan Systems, Inc.	11/93	Bank	3, 6
Hewlett-Packard Company	4/95	Cross	6, 7, 8
IBAX Healthcare Systems (acquired by HBO & Company)			
IBM Integrated Systems Solutions Corporation	7/95	Bank, Ins, HS, Dis, Tran, Man, Tele, Util	8, 7, 1
IMREX Computer Systems, Inc.	10/94	WSal, RSal, DMan	3, 6
IMRS Inc.	1/93	Cross/PA	3
I-NET, Inc.	8/95	Fed, Ener, Man, Bank HS	7, 8
INFO GROUP (THE)	8/93	Cross	3
Infonet Services Corporation	9/95	Cross	2, 8
Information America, Inc. (acquired by West Publishing)	5/94	BServ	2
Information Builders, Inc.	8/95	Cross	4, 6
Information Management Corporation	4/93	RSal	3, 6
Information Resources, Inc.	3/93	DMan, Dis	1, 2
Informix Software	4/95	Cross	4, 3
InPower	9/95	Cros/HR	3
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Intuit Inc.	2/93	PServ/Cross	3
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Jack Henry & Associates, Inc.	12/93	Bank	5
J.D. Edwards & Company	3/95	Cross/AC/HR	3
Keane, Inc.	11/94	Cross	6
Kenan Systems Corporation	7/95	Tele, Man, Bank, Fed	3, 6
Knight-Ridder Information, Inc.	7/95	Cross/DB	2
KPMG Peat Marwick L.L.P.	9/95	Cross	6, 7
Lante Corporation	9/94	Cross	6
Lawson Software	3/95	Cross/AC/HR	3, 6
Learning Group International, Inc.	3/93	Cross/ET	6
LEGENT Corporation (acquired by Computer Associates)	5/95	Cross	4

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Physicians Practice Management	3/93	HS	3
Pilot Executive Software (acquired by Dun & Bradstreet)			
PKS Information Services, Inc.	5/95	Cross	8
Platinum Software Corporation	6/94	Cross	3
Policy Management Systems Corporation	7/95	Ins	1, 3, 8
Power Computing Company	5/94	Cross	8, 6, 1
Powersoft Corporation See: Sybase			
PRC Inc.	7/94	Fed	6, 7
Profitkey International, Inc.	6/93	DMan	3, 5
Progress Software Corporation	6/94	Cross	4
Project Software & Development, Inc.	1/93	Cross	3
Proprietary Software Systems, Inc.	11/93	Fed	6
QAD, INC.	4/95	DMan, PMan	3, 6
QUALCOMM Incorporated	8/94	Tran	2, 5
RAILINC Corporation	7/93	Trans	2
RealWorld Corporation	12/93	Cross/AC	3
Redshaw, Inc. (acquired by Delphi Information Systems)			
Retix	8/93	Cross	4
Reynolds and Reynolds Company (The)	1/93	RSal, HS	5
Ross Systems, Inc.	4/94	Cross/AC, Man	3
Santa Cruz Operation, Inc. (The)	6/93	Cross	4, 3
SAP America, Inc.	2/95	Cross/AC	3
SAS Institute Inc.	3/94	Cross/PA	3, 4
SEI Corporation	5/94	Bank	1, 8, 3
Shared Medical Systems Corporation	12/94	HS	8, 1, 3, 5
Shaw Systems Associates, Inc.	11/94	Bank	3
SHL Systemhouse Inc. (acquisition by MCI pending)	2/95	Cross	7, 6, 8
SofTech, Inc.	10/93	Cross	6, 7
Software Publishing Corporation	9/94	Cross	3
Sprint Corporation	9/95	Cross	2

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Sterling Software, Inc.	3/94	Cross, Fed, RSal Bank	6, 8, 4 3, 2
Stockholder Systems, Inc. (name changed to Servantis Systems, Inc.)	8/93	Bank, Util	3
St. Paul Software	1/95	DMan, Dis	3
Subscriber Computing, Inc.	2/94	Tele	3
SunGard Data Systems Inc.	11/93	Bank, Cross/DR	1, 3
Supply Tech, Inc.	1/95	Cross/EDI	4
Sybase	5/95	Cross	4, 6
Symantec Corporation	8/93	Cross/PA	3, 4
Symix Computer Systems, Inc.	4/93	DMan	5
System Software Associates, Inc.	7/95	DMan, Dis	3
Systems & Computer Technology Corporation	8/95	Educ, St, Loc, Fed, Man, Dis	8, 3
Technalysis Corporation	6/95	Cross	6
Technology Solutions Company (TSC)	10/95	Dis, DMan, PMan, Bank, Ins, HS	7
TELINK Systems, Inc.	8/93	Cross/EDI	3, 4
Terrano Corporation	5/94	HS	5
Tesseract Corporation	2/94	Cross/HR	3, 6
Thomson Financial Services	3/95	Cross/DB	2, 3
Thomson Professional Publishing	6/95	BServ	2
Timberline Software Corporation	5/94	BServ, Misc	3
Trinzic Corporation	9/93	Cross	4
TSI International	7/93	Cross, EDI	3, 4
U.S. Intelco Networks, Inc.	3/95	Tele	1
U S WEST Inc.	10/93	Tele, Cross	1, 2, 3, 4
UUNET Technologies, Inc.	8/95	Cross	2
Vanstar Corporation	5/94	Cross	8, 5
Walker Interactive Systems, Inc.	7/93	Cross	3
Warner Insurance Services, Inc.	3/93	Ins, Bank	8, 1
West Publishing Company	8/95	Bserv	2, 3
Worldwide Chain Store Systems, Inc.	11/94	Man, Dis	3

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Key to Table of Contents

Primary Markets

Industry Specific

Bank	- Banking and finance
BServ	- Business services (accountants, lawyers)
Dis	- Distribution
DMan	- Discrete manufacturing
Educ	- Education
Fed	- Federal government
HS	- Health services
Ins	- Insurance
Loc	- Local government
Man	- Manufacturing
PMan	- Process manufacturing
PServ	- Personal/consumer services
RSal	- Retail sales
St	- State government
Tele	- Telecommunications
Tran	- Transportation
Util	- Utilities
WSal	- Wholesale sales
Misc	- Construction/agriculture

Cross Industry Application Solutions

AC	- Accounting
ES	- Engineering/scientific
ET	- Education and training
HR	- Human resources
OS	- Office systems
PA	- Planning and analysis
SA	- Sales/marketing

Other

CASE	- Computer-aided software engineering
COM	- Computer output microfilm
DB	- On-line data base services
DR	- Disaster recovery
EDI	- Electronic data interchange

Product/Service Offering

1 = Processing Services
2 = Network Services
3 = Applications Software Products
4 = Systems Software Products
5 = VAR/Turnkey Systems
6 = Professional Services
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8 = Outsourcing

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Advantage Systems, Inc. See: ADP Financial Services			
Advantis	6/95	Cross	1, 2, 8
Affiliated Computer Services, Inc.	2/94	Bank, Cross	1, 8, 7
Alltel Information Services, Inc.	6/95	Bank, HS, Tele	8, 3
America Online, Inc.	4/95	Cross/DB	2
American Business Computer	2/94	Cross/EDI	3
American Management Systems, Inc.	5/95	Bank, Fed, Loc, Educ	6, 7
American Software, Inc.	12/94	Cross, DMan, Dis, HS	3
Anacomp, Inc.	1/95	Cross/COM	1
Analysts International Corporation	1/95	Cross	6
Andersen Consulting	5/95	Cross	7, 6
APL Group, Inc. (The)	5/93	Cross/EDI	4
Applied Business Technologies, Inc.	7/93	Edu	3
Arkansas Systems, Inc.	2/95	Bank, Cross	3, 4, 6
Arthur D. Little, Inc.	9/95	Cross	6
ASA Legal Systems Company, Inc.	7/93	BServ	5

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BGS Systems, Inc.	11/93	Cross	4
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Boole & Babbage, Inc.	6/94	Cross	4
Boston Consulting Group, Inc.	6/95	Cross	6
Brandon Systems Corporation	2/93	Cross	6
Broadway & Seymour, Inc.	7/95	Bank	7, 3
BSG Alliance/IT, Inc.	9/95	PMan, Ins, Tele, Tran	6, 7
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Cadence Design Systems, Inc.	5/93	Cross/ES	3
Cadre Technologies Inc.	7/93	Cross/CASE	4
Caere Corporation	6/93	RSal/Cross	3
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Cass Logistics, Inc.	9/93	DMan, PMan, Tran, Dis	1, 3

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Claris Corporation	11/93	Cross	3
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Comshare, Inc.	3/93	Cross/PA	3
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Cyborg Systems, Inc.	5/93	Cross/HR	3, 6
CyCare Systems, Inc.	5/95	HS	1, 5, 8
Daly & Wolcott, Inc.	7/95	Dis, Man	3, 6

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DataWorks Corporation	3/95	DMan	3
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Dow Jones Telerate	5/93	Bank/Cross	2
DST Systems, Inc.	7/93	Bank, Ins	1
Dun & Bradstreet Software	6/94	Cross/HR/AC DMan	3
Easel Corporation	5/94	Cross	4
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ELCOMP Systems, Inc.	11/93	HS	5
Equifax Inc.	6/94	Ins, Bank, RSal	1, 2, 3
Ernst & Young LLP Management Consulting	9/95	DMan, PMan, Ins, Bank, Util, Tele, HS	6, 7, 8, 4
FDP Corp.	4/93	Ins	3, 1
Financial Decision Systems, Inc.	8/93	Cross/AC	3, 6
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First Financial Management Corporation	6/93	Bank	1, 2
FIserv, Inc.	5/95	Bank	1, 2, 8, 3
Friedman Associates	6/94	DMan, PMan, WSal	3
GE Information Services	9/95	Bank, DMan, PMan, Cross	1, 2
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Genix Group (The)	2/95	PMan, DMan, Bank, Ins, HS	8
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Global Software, Inc.	5/93	Cross/AC, HS	3
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Health Data Sciences Corporation	2/95	HS	5
Hogan Systems, Inc.	11/93	Bank	3, 6

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Hewlett-Packard Company	4/95	Cross	6, 7, 8
IBAX Healthcare Systems (acquired by HBO & Company)			
IBM Integrated Systems Solutions Corporation	7/95	Bank, Ins, HS, Dis, Tran, Man, Tele, Util	8, 7, 1
IMREX Computer Systems, Inc.	10/94	WSal, RSal, DMan	3, 6
IMRS Inc.	1/93	Cross/PA	3
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INFO GROUP (THE)	8/93	Cross	3
Infonet Services Corporation	9/95	Cross	2, 8
Information America, Inc. (acquired by West Publishing)	5/94	BServ	2
Information Builders, Inc.	8/95	Cross	4, 6
Information Management Corporation	4/93	RSal	3, 6
Information Resources, Inc.	3/93	DMan, Dis	1, 2
Informix Software	4/95	Cross	4, 3
InPower	9/95	Cros/HR	3
Integral Systems, Inc.	2/94	Cross/AC/HR	3
Intergraph Corporation	4/93	Cross/ES	5
Intuit Inc.	2/93	PServ/Cross	3
ISM Information Systems Management Corporation (acquired by IBM Canada)	7/94	Fed, St, Bank	8, 7, 1, 2
Jack Henry & Associates, Inc.	12/93	Bank	5
J.D. Edwards & Company	3/95	Cross/AC/HR	3
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Kenan Systems Corporation	7/95	Tele, Man, Bank, Fed	3, 6
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Lante Corporation	9/94	Cross	6
Lawson Software	3/95	Cross/AC/HR	3, 6
Learning Group International, Inc.	3/93	Cross/ET	6
LEGENT Corporation (acquired by Computer Associates)	5/95	Cross	4

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Parametric Technology Corporation	2/93	DMan	3
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Pay-Fone Systems, Inc.	1/94	Cross/HR	1
PDA Engineering	1/93	Cross/ES	3
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Perot Systems Corporation	8/95	Cross	6, 7, 8
Physicians Practice Management	3/93	HS	3

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Pilot Executive Software (acquired by Dun & Bradstreet)			
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Platinum Software Corporation	6/94	Cross	3
Policy Management Systems Corporation	7/95	Ins	1, 3, 8
Power Computing Company	5/94	Cross	8, 6, 1
Powersoft Corporation See: Sybase			
PRC Inc.	7/94	Fed	6, 7
Profitkey International, Inc.	6/93	DMan	3, 5
Progress Software Corporation	6/94	Cross	4
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SAP America, Inc.	2/95	Cross/AC	3
SAS Institute Inc.	3/94	Cross/PA	3, 4
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Shared Medical Systems Corporation	12/94	HS	8, 1, 3, 5
Shaw Systems Associates, Inc.	11/94	Bank	3
SHL Systemhouse Inc. (acquisition by MCI pending)	2/95	Cross	7, 6, 8
SofTech, Inc.	10/93	Cross	6, 7
Software Publishing Corporation	9/94	Cross	3
Sprint Corporation	9/95	Cross	2
Sterling Software, Inc.	3/94	Cross, Fed, RSal Bank	6, 8, 4 3, 2

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Stockholder Systems, Inc. (name changed to Servantis Systems, Inc.)	8/93	Bank, Util	3
St. Paul Software	1/95	DMan, Dis	3
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System Software Associates, Inc.	7/95	DMan, Dis	3
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Technology Solutions Company (TSC)	10/93	Dis, DMan, PMan, Bank, Ins	7
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U S WEST Inc.	10/93	Tele, Cross	1, 2, 3, 4
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Warner Insurance Services, Inc.	3/93	Ins, Bank	8, 1
West Publishing Company	8/95	Bserv	2, 3
WordPerfect Corporation See: Novell, Inc.			

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Xerox Computer Services
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Fed	- Federal government
HS	- Health services
Ins	- Insurance
Loc	- Local government
Man	- Manufacturing
PMan	- Process manufacturing
PServ	- Personal/consumer services
RSal	- Retail sales
St	- State government
Tele	- Telecommunications
Tran	- Transportation
Util	- Utilities
WSal	- Wholesale sales
Misc	- Construction/agriculture

Cross Industry Application Solutions

AC	- Accounting
ES	- Engineering/scientific
ET	- Education and training
HR	- Human resources
OS	- Office systems
PA	- Planning and analysis
SA	- Sales/marketing

Other

CASE	- Computer-aided software engineering
COM	- Computer output microfilm
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DR	- Disaster recovery
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4 = Systems Software Products
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Advantis	6/95	Cross	1, 2, 8
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American Business Computer	2/94	Cross/EDI	3
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Analysts International Corporation	1/95	Cross	6
Andersen Consulting	5/95	Cross	7, 6
APL Group, Inc. (The)	5/93	Cross/EDI	4
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Arkansas Systems, Inc.	2/95	Bank, Cross	3, 4, 6
ASA Legal Systems Company, Inc.	7/93	BServ	5
AT&T Global Information Solutions	7/95	Bank, Rsal, Tran, Man, Tele, St	6, 7, 3, 4

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Automated Concepts Incorporated	2/93	Cross	6
Automatic Data Processing, Inc.	12/94	Cross/HR, AC	1, 2
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Ceridian Corporation	4/95	Cross/Fed	1, 7
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GE Information Services	7/94	Bank, DMan, PMan, Cross	1, 2
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HBO & Company	7/93	HS	5, 1, 6
Health Data Sciences Corporation	2/95	HS	5
Hogan Systems, Inc.	11/93	Bank	3, 6
Hewlett-Packard Company	4/95	Cross	6, 7, 8
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Information Management Corporation	4/93	RSal	3, 6
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Integrated Health Systems, Inc. (acquired by Wismer*Martin)	10/93	HS	3
Intelogic Trace, Inc.	3/93	Cross	6
Intergraph Corporation	4/93	Cross/ES	5
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ISM Information Systems Management Corporation (acquired by IBM Canada)	7/94	Fed, St, Bank	8, 7, 1, 2
Jack Henry & Associates, Inc.	12/93	Bank	5
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Knight-Ridder Information, Inc.	7/95	Cross/DB	2
Landmark Systems Corporation	10/93	Cross	4
Lante Corporation	9/94	Cross	6
Lawson Software	3/95	Cross/AC/HR	3, 6
Learning Group International, Inc.	3/93	Cross/ET	6
LEGENT Corporation (acquired by Computer Associates)	5/95	Cross	4
LGS Group Inc.	4/94	Cross	6, 7, 8
Liant Software Corporation	6/94	Cross	4

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Marcam Corporation	5/95	PMan	3
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Mentor Graphics Corporation	10/93	Cross/ES/SA	5, 3
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Oracle Systems Corporation	4/95	Cross	4, 3
Pacific Telesis Group	6/94	Cross	2, 6, 7
Parametric Technology Corporation	2/93	DMan	3
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Pay-Fone Systems, Inc.	1/94	Cross/HR	1
PDA Engineering	1/93	Cross/ES	3
Pentamation Enterprises, Inc.	10/94	Educ, St, Loc	3, 6
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Pilot Executive Software (acquired by Dun & Bradstreet)			
PKS Information Services, Inc.	5/95	Cross	8
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Retix	8/93	Cross	4
Reynolds and Reynolds Company (The)	1/93	RSal, HS	5
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Santa Cruz Operation, Inc. (The)	6/93	Cross	4, 3
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Dun & Bradstreet Software	6/94	Cross/HR/AC DMan	3
Easel Corporation	5/94	Cross	4
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IBM Integrated Systems Solutions Corporation	7/95	Bank, Ins, HS, Dis, Tran, Man, Tele, Util	8, 7, 1

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Infonet Services Corporation	1/94	Cross	2
Information America, Inc.	5/94	BServ	2
Information Management Corporation	4/93	RSal	3, 6
Information Resources, Inc.	3/93	DMan, Dis	1, 2
Informix Software	4/95	Cross	4, 3
Integral Systems, Inc.	2/94	Cross/AC/HR	3
Integrated Health Systems, Inc. (acquired by Wismer*Martin)	10/93	HS	3
Intelogic Trace, Inc.	3/93	Cross	6
Intergraph Corporation	4/93	Cross/ES	5
Intuit Inc.	2/93	PServ/Cross	3
ISM Information Systems Management Corporation	7/94	Fed, St, Bank	8, 7, 1, 2
Jack Henry & Associates, Inc.	12/93	Bank	5
J.D. Edwards & Company	3/95	Cross/AC/HR	3
Keane, Inc.	11/94	Cross	6
Kenan Systems Corporation	7/95	Tele, Man, Bank, Fed	3, 6
Knight-Ridder Information, Inc.	7/95	Cross/DB	2
Landmark Systems Corporation	10/93	Cross	4
Lante Corporation	9/94	Cross	6
Lawson Software	3/95	Cross/AC/HR	3, 6
Learning Group International, Inc.	3/93	Cross/ET	6
LEGENT Corporation (acquisition by Computer Associates pending)	5/95	Cross	4
LGS Group Inc.	4/94	Cross	6, 7, 8
Liant Software Corporation	6/94	Cross	4
Logica Inc.	1/95	Bank, Ins, Tele	6, 7
Logica North America See: Logica Inc.			
Logicon, Inc.	7/93	Fed	6
Lomas Information Systems	12/93	Bank	1, 3
Lotus Development Corporation (acquisition by IBM pending)	6/95	Cross	3

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MacNeal-Schwendler Corporation (The)	6/93	Cross/ES	3
Madic-Compufact Corporation See: DataWorks Corporation			
Marcam Corporation	5/95	PMan	3
Martin Marietta Information Systems	9/93	Fed	6, 7, 8
Manugistics, Inc.	6/93	Cross	3, 4
May & Speh, Inc.	10/94	Cross	1, 8
MDIS North America	5/95	Dman, Cross	3, 4
Mead Data Central	6/94	Cross/DB	2
Media Cybernetics, Inc.	12/93	Cross	3, 4
Medical Information Technology, Inc. (MEDITECH)	8/94	HS	3
Mentor Graphics Corporation	10/93	Cross/ES/SA	5, 3
Microsoft Corporation	3/95	Cross/OS	3, 4
M&I Data Services, Inc.	12/93	Bank	1, 3, 8
MPACT EDI Systems	3/93	DMan, RSal, Tran	4
MUST Software International	9/94	Cross	4
National Data Corporation	2/95	RSal, Bank, HS	1, 2, 5
Network Equipment Technologies, Inc.	9/93	Cross	4
Novell, Inc.	3/95	Cross	4
Oracle Systems Corporation	4/95	Cross	4, 3
Pacific Telesis Group	6/94	Cross	2, 6, 7
Parametric Technology Corporation	2/93	DMan	3
Paychex, Inc.	9/94	Cross/HR	1
Pay-Fone Systems, Inc.	1/94	Cross/HR	1
PDA Engineering	1/93	Cross/ES	3
Pentamation Enterprises, Inc.	10/94	Educ, St, Loc	3, 6
PeopleSoft, Inc.	6/95	Cross/HR	3
Physicians Practice Management	3/93	HS	3
Pilot Executive Software (acquired by Dun & Bradstreet)			
PKS Information Services, Inc.	5/95	Cross	8
Platinum Software Corporation	6/94	Cross	3
Policy Management Systems Corporation	7/95	Ins	1, 3, 8

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Power Computing Company	5/94	Cross	8, 6, 1
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Praxis International Inc.	1/93	Cross, ES	4, 3, 6
PRC Inc.	7/94	Fed	6, 7
Profitkey International, Inc.	6/93	DMan	3, 5
Progress Software Corporation	6/94	Cross	4
Project Software & Development, Inc.	1/93	Cross	3
Proprietary Software Systems, Inc.	11/93	Fed	6
QAD, INC.	4/95	DMan, PMan	3, 6
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RAILINC Corporation	7/93	Trans	2
RealWorld Corporation	12/93	Cross/AC	3
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Reynolds and Reynolds Company (The)	1/93	RSal, HS	5
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Santa Cruz Operation, Inc. (The)	6/93	Cross	4, 3
SAP America, Inc.	2/95	Cross/AC	3
SAS Institute Inc.	3/94	Cross/PA	3, 4
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Shared Financial Systems, Inc. (acquired by Stratus Computer 9/93)	6/93	Bank, RSal	3, 6
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Shaw Systems Associates, Inc.	11/94	Bank	3
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St. Paul Software	1/95	DMan, Dis	3
Subscriber Computing, Inc.	2/94	Tele	3
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Technalysis Corporation	6/95	Cross	6
Technology Solutions Company (TSC)	10/93	Dis, DMan, PMan, Bank, Ins	7
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Tesseract Corporation	2/94	Cross/HR	3, 6
Thomson Financial Services	3/95	Cross/DB	2, 3
Thomson Professional Publishing	6/95	BServ	2
Timberline Software Corporation	5/94	BServ, Misc	3
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TSI International	7/93	Cross, EDI	3, 4
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U S WEST Inc.	10/93	Tele, Cross	1, 2, 3, 4
Vanstar Corporation	5/94	Cross	8, 5
Walker Interactive Systems, Inc.	7/93	Cross	3
Warner Insurance Services, Inc.	3/93	Ins, Bank	8, 1
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Worldwide Chain Store Systems, Inc.	11/94	Man, Dis	3
Xerox Computer Services See: MDIS North America			

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Industry Specific

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BServ	- Business services (accountants, lawyers)
Dis	- Distribution
DMan	- Discrete manufacturing
Educ	- Education
Fed	- Federal government
HS	- Health services
Ins	- Insurance
Loc	- Local government
Man	- Manufacturing
PMan	- Process manufacturing
PServ	- Personal/consumer services
RSal	- Retail sales
St	- State government
Tele	- Telecommunications
Tran	- Transportation
Util	- Utilities
WSal	- Wholesale sales
Misc	- Construction/agriculture

Cross Industry Application Solutions

AC	- Accounting
ES	- Engineering/scientific
ET	- Education and training
HR	- Human resources
OS	- Office systems
PA	- Planning and analysis
SA	- Sales/marketing

Other

CASE	- Computer-aided software engineering
COM	- Computer output microfilm
DB	- On-line data base services
DR	- Disaster recovery
EDI	- Electronic data interchange

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1 = Processing Services
2 = Network Services
3 = Applications Software Products
4 = Systems Software Products
5 = VAR/Turnkey Systems
6 = Professional Services
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Advantis	6/95	Cross	1, 2, 8
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Aldus Corporation (merging with Adobe Systems)			
Alltel Information Services, Inc.	6/95	Bank, HS, Tele	8, 3
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American Business Computer	2/94	Cross/EDI	3
American Management Systems, Inc.	5/95	Bank, Fed, Loc, Educ	6, 7
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Analysts International Corporation	1/95	Cross	6
Andersen Consulting	5/95	Cross	7, 6
APL Group, Inc. (The)	5/93	Cross/EDI	4
Applied Business Technologies, Inc.	7/93	Edu	3
Arkansas Systems, Inc.	2/95	Bank, Cross	3, 4, 6

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Autodesk, Inc.	6/94	Cross/ES	3
Automated Concepts Incorporated	2/93	Cross	6
Automatic Data Processing, Inc.	12/94	Cross/HR, AC	1, 2
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Candle Corporation	6/94	Cross	4
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Complete Business Solutions, Inc.	3/95	Cross	6, 7
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CompuTrac, Inc.	8/94	BServ	5
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Continuum Company, Inc. (The)	1/95	Ins	6, 3, 1, 8
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Corporate Software, Inc.	3/93	Cross	5
Corporate Systems, Ltd.	3/93	Cross/HR	1
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DataTimes Corporation	4/95	Cross/DB	2
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Dun & Bradstreet Software	6/94	Cross/HR/AC DMan	3
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Genix Group (The)	2/95	PMan, DMan, Bank, Ins, HS	8
Gerber Scientific, Inc.	10/93	Cross/ES, DMan PMan	5
Global Software, Inc.	5/93	Cross/AC, HS	3
Gupta Corporation	5/95	Cross	4
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IBM Integrated Systems Solutions Corporation	5/93	Bank, Ins, HS, Dis, Tran, Man, Tele, Util	8, 7, 1

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IMREX Computer Systems, Inc.	10/94	WSal, RSal, DMan	3, 6
IMRS Inc.	1/93	Cross/PA	3
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KnowledgeWare, Inc. (acquired by Sterling Software)			
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Lante Corporation	9/94	Cross	6
Lawson Software	3/95	Cross/AC/HR	3, 6
Learning Group International, Inc.	3/93	Cross/ET	6
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Logicon, Inc.	7/93	Fed	6
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Lotus Development Corporation (acquisition by IBM pending)	6/95	Cross	3

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May & Speh, Inc.	10/94	Cross	1, 8
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Oracle Systems Corporation	4/95	Cross	4, 3
Pacific Telesis Group	6/94	Cross	2, 6, 7
Parametric Technology Corporation	2/93	DMan	3
Paychex, Inc.	9/94	Cross/HR	1
Pay-Fone Systems, Inc.	1/94	Cross/HR	1
PDA Engineering	1/93	Cross/ES	3
Pentamation Enterprises, Inc.	10/94	Educ, St, Loc	3, 6
PeopleSoft, Inc.	6/95	Cross/HR	3
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PKS Information Services, Inc.	5/95	Cross	8
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Thomson Financial Services	3/95	Cross/DB	2, 3
Thomson Professional Publishing	6/95	BServ	2
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TSI International	7/93	Cross, EDI	3, 4
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U S WEST Inc.	10/93	Tele, Cross	1, 2, 3, 4
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Warner Insurance Services, Inc.	3/93	Ins, Bank	8, 1
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Xerox Computer Services
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American Business Computer	2/94	Cross/EDI	3
American Management Systems, Inc.	5/95	Bank, Fed, Loc, Educ	6, 7
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Analysts International Corporation	1/95	Cross	6
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Applied Business Technologies, Inc.	7/93	Edu	3
Arkansas Systems, Inc.	2/95	Bank, Cross	3, 4, 6
ASA Legal Systems Company, Inc.	7/93	BServ	5

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Automated Concepts Incorporated	2/93	Cross	6
Automatic Data Processing, Inc.	12/94	Cross/HR, AC	1, 2
Auto-trol Technology Corporation	9/93	Cross/ES	5, 7
Avalon Software, Inc.	5/94	DMan, PMan, Dis	3
Bachman Information Systems, Inc.	2/94	Cross/CASE	4
Barrister Information Systems Corporation	10/93	BServ	5
BGS Systems, Inc.	11/93	Cross	4
BISYS Group, Inc. (The)	1/94	Bank	1
Boeing Information Services	4/94	Fed	6, 7
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Brandon Systems Corporation	2/93	Cross	6
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Cadre Technologies Inc.	7/93	Cross/CASE	4
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Cambar Software, Inc.	10/94	WSal, DMan	3
Candle Corporation	6/94	Cross	4
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Cass Logistics, Inc.	9/93	DMan, PMan, Tran, Dis	1, 3
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Cerner Corporation	5/93	HS	5
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Communications Software, Inc.	7/93	Tele	5
Complete Business Solutions, Inc.	3/95	Cross	6, 7
CompuServe Incorporated	2/94	Cross/DB	2, 3
Computer Associates International, Inc.	12/94	Cross, DMan	4, 3
Computer Horizons Corp.	8/94	DMan, PMan, Tele, Bank	6, 7
Computer Language Research, Inc.	6/93	BServ, Cross	1, 3
Computer Sciences Corporation	12/94	Fed, Man, Bank, Ins	6, 7, 8
Computer Task Group, Inc.	6/93	DMan, PMan, Bank	6, 7
ComputerLand Corporation See: Vanstar Corporation			
CompuTrac, Inc.	8/94	BServ	5
Comshare, Inc.	3/93	Cross/PA	3
Consilium, Inc.	3/95	DMan, PMan	3
Continuum Company, Inc. (The)	1/95	Ins	6, 3, 1, 8
Coopers & Lybrand	2/94	Cross	6, 7
Cordant, Inc.	3/95	Fed, DMan, PMan	7, 6
Corporate Computing International	9/94	Cross	4, 6
Corporate Software, Inc.	3/93	Cross	5
Corporate Systems, Ltd.	3/93	Cross/HR	1
CSG SYSTEMS, Inc.	4/95	Tele	1
Cutler-Williams, Inc.	2/95	Cross	6, 7
Cyborg Systems, Inc.	5/93	Cross/HR	3, 6
CyCare Systems, Inc.	5/95	HS	1, 5, 8
DataTimes Corporation	4/95	Cross/DB	2
DataWorks Corporation	3/95	DMan	3
Deluxe Data Systems, Inc.	4/93	Bank, RSal	1, 2, 3
Dialog Information Services, Inc.	2/94	Cross/DB	2
Dow Jones Telerate	5/93	Bank/Cross	2
DST Systems, Inc.	7/93	Bank, Ins	1
Dun & Bradstreet Software	6/94	Cross/HR/AC DMan	3
Easel Corporation	5/94	Cross	4

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Effective Management Systems, Inc.	5/93	DMan, WSal	5
ELCOMP Systems, Inc.	11/93	HS	5
Electronic Data Systems Corporation	5/93	Bank, Ins, Fed St, DMan, Tele	1, 6, 7, 8
Equifax Inc.	6/94	Ins, Bank, RSal	1, 2, 3
FDP Corp.	4/93	Ins	3, 1
Financial Decision Systems, Inc.	8/93	Cross/AC	3, 6
First Data Corporation	6/93	Bank, HS, RSal Tele	1, 2, 3 5
First Financial Management Corporation	6/93	Bank	1, 2
FIserv, Inc.	5/95	Bank	1, 8, 3
Friedman Associates	6/94	DMan, PMan, WSal	3
GE Information Services	7/94	Bank, DMan, PMan, Cross	1, 2
GENESYS Software Systems, Inc.	12/94	Cross/HR	3
Genix Group (The)	2/95	PMan, DMan, Bank, Ins, HS	8
Gerber Scientific, Inc.	10/93	Cross/ES, DMan PMan	5
Global Software, Inc.	5/93	Cross/AC, HS	3
Gupta Corporation	5/95	Cross	4
HBO & Company	7/93	HS	5, 1, 6
Health Data Sciences Corporation	2/95	HS	5
Hogan Systems, Inc.	11/93	Bank	3, 6
Hewlett-Packard Company	4/95	Cross	6, 7, 8
IBAX Healthcare Systems (acquired by HBO & Company)			
IBM Integrated Systems Solutions Corporation	5/93	Bank, Ins, HS, Dis, Tran, Man, Tele, Util	8, 7, 1
IMREX Computer Systems, Inc.	10/94	WSal, RSal, DMan	3, 6
IMRS Inc.	1/93	Cross/PA	3
INFO GROUP (THE)	8/93	Cross	3
Infonet Services Corporation	1/94	Cross	2
Information America, Inc.	5/94	BServ	2
Information Management Corporation	4/93	RSal	3, 6

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Information Resources, Inc.	3/93	DMan, Dis	1, 2
Informix Software	4/95	Cross	4, 3
Integral Systems, Inc.	2/94	Cross/AC/HR	3
Integrated Health Systems, Inc. (acquired by Wismer*Martin)	10/93	HS	3
Intelogic Trace, Inc.	3/93	Cross	6
Intergraph Corporation	4/93	Cross/ES	5
Intuit Inc.	2/93	PServ/Cross	3
ISM Information Systems Management Corporation	7/94	Fed, St, Bank	8, 7, 1, 2
Jack Henry & Associates, Inc.	12/93	Bank	5
J.D. Edwards & Company	3/95	Cross/AC/HR	3
Keane, Inc.	11/94	Cross	6
KnowledgeWare, Inc. (acquired by Sterling Software)			
Landmark Systems Corporation	10/93	Cross	4
Lante Corporation	9/94	Cross	6
Lawson Software	3/95	Cross/AC/HR	3, 6
Learning Group International, Inc.	3/93	Cross/ET	6
LEGENT Corporation	5/95	Cross	4
LGS Group Inc.	4/94	Cross	6, 7, 8
Liant Software Corporation	6/94	Cross	4
Logica Inc.	1/95	Bank, Ins, Tele	6, 7
Logica North America See: Logica Inc.			
Logicon, Inc.	7/93	Fed	6
Lomas Information Systems	12/93	Bank	1, 3
Lotus Development Corporation	2/94	Cross	3
MacNeal-Schwendler Corporation (The)	6/93	Cross/ES	3
Madic-Compufact Corporation See: DataWorks Corporation			
Marcam Corporation	5/95	PMan	3
Martin Marietta Information Systems	9/93	Fed	6, 7, 8
Manugistics, Inc.	6/93	Cross	3, 4
May & Speh, Inc.	10/94	Cross	1, 8
MDIS North America	5/95	Dman, Cross	3, 4

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Mead Data Central	6/94	Cross/DB	2
Media Cybernetics, Inc.	12/93	Cross	3, 4
Medical Information Technology, Inc. (MEDITECH)	8/94	HS	3
MEDSTAT Systems, Inc. (acquired by The Thomson Corp.)			
Mentor Graphics Corporation	10/93	Cross/ES/SA	5, 3
Microsoft Corporation	3/95	Cross/OS	3, 4
M&I Data Services, Inc.	12/93	Bank	1, 3, 8
MPACT EDI Systems	3/93	DMan, RSal, Tran	4
MUST Software International	9/94	Cross	4
National Data Corporation	2/95	RSal, Bank, HS	1, 2, 5
Network Equipment Technologies, Inc.	9/93	Cross	4
Novell, Inc.	3/95	Cross	4
Oracle Systems Corporation	4/95	Cross	4, 3
Pacific Telesis Group	6/94	Cross	2, 6, 7
Parametric Technology Corporation	2/93	DMan	3
Paychex, Inc.	9/94	Cross/HR	1
Pay-Fone Systems, Inc.	1/94	Cross/HR	1
PDA Engineering	1/93	Cross/ES	3
Pentamation Enterprises, Inc.	10/94	Educ, St, Loc	3, 6
PeopleSoft, Inc.	10/94	Cross/HR	3
Physicians Practice Management	3/93	HS	3
Pilot Executive Software (acquired by Dun & Bradstreet)			
PKS Information Services, Inc.	5/95	Cross	8
Platinum Software Corporation	6/94	Cross	3
Policy Management Systems Corporation	10/94	Ins	1, 3, 8
Power Computing Company	5/94	Cross	8, 6, 1
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Praxis International Inc.	1/93	Cross, ES	4, 3, 6
PRC Inc.	7/94	Fed	6, 7
Profitkey International, Inc.	6/93	DMan	3, 5
Progress Software Corporation	6/94	Cross	4

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Project Software & Development, Inc.	1/93	Cross	3
Proprietary Software Systems, Inc.	11/93	Fed	6
qad.inc	4/95	DMan, PMan	3, 6
QUALCOMM Incorporated	8/94	Tran	2, 5
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RAILINC Corporation	7/93	Trans	2
RealWorld Corporation	12/93	Cross/AC	3
Redshaw, Inc. (acquired by Delphi Information Systems)			
Retix	8/93	Cross	4
Reynolds and Reynolds Company (The)	1/93	RSal, HS	5
Ross Systems, Inc.	4/94	Cross/AC, Man	3
Santa Cruz Operation, Inc. (The)	6/93	Cross	4, 3
SAP America, Inc.	2/95	Cross/AC	3
SAS Institute Inc.	3/94	Cross/PA	3, 4
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SofTech, Inc.	10/93	Cross	6, 7
Software Publishing Corporation	9/94	Cross	3
Sprint Corporation	8/94	Cross	2
Sterling Software, Inc.	3/94	Cross, Fed, RSal Bank	6, 8, 4 3, 2
Stockholder Systems, Inc. (name changed to Servantis Systems, Inc.)	8/93	Bank, Util	3
St. Paul Software	1/95	DMan, Dis	3
Subscriber Computing, Inc.	2/94	Tele	3
SunGard Data Systems Inc.	11/93	Bank, Cross/DR	1, 3
Supply Tech, Inc.	1/95	Cross/EDI	4
Sybase	5/95	Cross	4, 6
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Systematics Information Services (name changed to ALLTEL Information Services, Inc.)	7/94	Bank, HS, Tele	8, 3
System Software Associates, Inc.	4/94	DMan, Dis	3
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Technalysis Corporation	9/94	Cross	6
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TSI International	7/93	Cross, EDI	3, 4
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U S WEST Inc.	10/93	Tele, Cross	1, 2, 3, 4
Vanstar Corporation	5/94	Cross	8, 5
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Bank	- Banking and finance
BServ	- Business services (accountants, lawyers)
Dis	- Distribution
DMan	- Discrete manufacturing
Educ	- Education
Fed	- Federal government
HS	- Health services
Ins	- Insurance
Loc	- Local government
Man	- Manufacturing
PMan	- Process manufacturing
PServ	- Personal/consumer services
RSal	- Retail sales
St	- State government
Tele	- Telecommunications
Tran	- Transportation
Util	- Utilities
WSal	- Wholesale sales
Misc	- Construction/agriculture

Cross Industry Application Solutions

AC	- Accounting
ES	- Engineering/scientific
ET	- Education and training
HR	- Human resources
OS	- Office systems
PA	- Planning and analysis
SA	- Sales/marketing

Other

CASE	- Computer-aided software engineering
COM	- Computer output microfilm
DB	- On-line data base services
DR	- Disaster recovery
EDI	- Electronic data interchange

Product/Service Offering

1 = Processing Services
2 = Network Services
3 = Applications Software Products
4 = Systems Software Products
5 = VAR/Turnkey Systems
6 = Professional Services
7 = Systems Integration
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Aldus Corporation (merging with Adobe Systems)			
America Online, Inc.	4/95	Cross/DB	2
American Business Computer	2/94	Cross/EDI	3
American Management Systems, Inc.	12/94	Bank, Fed, Loc, Educ	6, 7
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Anacomp, Inc.	1/95	Cross/COM	1
Analysts International Corporation	1/95	Cross	6
Andersen Consulting	3/94	Cross	7, 6
APL Group, Inc. (The)	5/93	Cross/EDI	4
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Arkansas Systems, Inc.	2/95	Bank, Cross	3, 4, 6
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Cass Logistics, Inc.	9/93	DMan, PMan, Tran, Dis	1, 3
Ceridian Corporation	4/95	Cross/Fed	1, 7
Ceridian Employer Services	4/95	Cross	1
Cerner Corporation	5/93	HS	5
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Cincom Systems, Inc.	3/93	Cross	4, 3
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Cognos Incorporated	7/93	Cross	4

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Dow Jones Telerate	5/93	Bank/Cross	2
DST Systems, Inc.	7/93	Bank, Ins	1
Dun & Bradstreet Software	6/94	Cross/HR/AC DMan	3
Easel Corporation	5/94	Cross	4

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First Financial Management Corporation	6/93	Bank	1, 2
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Friedman Associates	6/94	DMan, PMan, WSal	3
GE Information Services	7/94	Bank, DMan, PMan, Cross	1, 2
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Genix Group (The)	2/95	PMan, DMan, Bank, Ins, HS	8
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Global Software, Inc.	5/93	Cross/AC, HS	3
Gupta Corporation	3/93	Cross	4
HBO & Company	7/93	HS	5, 1, 6
Health Data Sciences Corporation	2/95	HS	5
Hogan Systems, Inc.	11/93	Bank	3, 6
Hewlett-Packard Company	4/95	Cross	6, 7, 8
IBAX Healthcare Systems (acquired by HBO & Company)			
IBM Integrated Systems Solutions Corporation	5/93	Bank, Ins, HS, Dis, Tran, Man, Tele, Util	8, 7, 1
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IMRS Inc.	1/93	Cross/PA	3
INFO GROUP (THE)	8/93	Cross	3
Infonet Services Corporation	1/94	Cross	2
Information America, Inc.	5/94	BServ	2
Information Management Corporation	4/93	RSal	3, 6

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Informix Software	4/95	Cross	4, 3
Integral Systems, Inc.	2/94	Cross/AC/HR	3
Integrated Health Systems, Inc. (acquired by Wismer*Martin)	10/93	HS	3
Intelogic Trace, Inc.	3/93	Cross	6
Intergraph Corporation	4/93	Cross/ES	5
Intuit Inc. (acquisition by Microsoft pending)	2/93	PServ/Cross	3
ISM Information Systems Management Corporation	7/94	Fed, St, Bank	8, 7, 1, 2
Jack Henry & Associates, Inc.	12/93	Bank	5
J.D. Edwards & Company	3/95	Cross/AC/HR	3
Keane, Inc.	11/94	Cross	6
KnowledgeWare, Inc. (acquired by Sterling Software)			
Landmark Systems Corporation	10/93	Cross	4
Lante Corporation	9/94	Cross	6
Lawson Software	3/95	Cross/AC/HR	3, 6
Learning Group International, Inc.	3/93	Cross/ET	6
LEGENT Corporation	4/95	Cross	4
LGS Group Inc.	4/94	Cross	6, 7, 8
Liant Software Corporation	6/94	Cross	4
Logica Inc.	1/95	Bank, Ins, Tele	6, 7
Logica North America See: Logica Inc.			
Logicon, Inc.	7/93	Fed	6
Lomas Information Systems	12/93	Bank	1, 3
Lotus Development Corporation	2/94	Cross	3
MacNeal-Schwendler Corporation (The)	6/93	Cross/ES	3
Madic-Compufact Corporation See: DataWorks Corporation			
Marcam Corporation	5/94	PMan	3
Martin Marietta Information Systems	9/93	Fed	6, 7, 8
Manugistics, Inc.	6/93	Cross	3, 4
May & Speh, Inc.	10/94	Cross	1, 8

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Mead Data Central	6/94	Cross/DB	2
Media Cybernetics, Inc.	12/93	Cross	3, 4
Medical Information Technology, Inc. (MEDITECH)	8/94	HS	3
MEDSTAT Systems, Inc. (acquired by The Thomson Corp.)			
Mentor Graphics Corporation	10/93	Cross/ES/SA	5, 3
Microsoft Corporation	3/95	Cross/OS	3, 4
M&I Data Services, Inc.	12/93	Bank	1, 3, 8
MPACT EDI Systems	3/93	DMan, RSal, Tran	4
MUST Software International	9/94	Cross	4
National Data Corporation	2/95	RSal, Bank, HS	1, 2, 5
Network Equipment Technologies, Inc.	9/93	Cross	4
Novell, Inc.	3/95	Cross	4
Oracle Systems Corporation	4/95	Cross	4, 3
Pacific Telesis Group	6/94	Cross	2, 6, 7
Parametric Technology Corporation	2/93	DMan	3
Paychex, Inc.	9/94	Cross/HR	1
Pay-Fone Systems, Inc.	1/94	Cross/HR	1
PDA Engineering	1/93	Cross/ES	3
Pentamation Enterprises, Inc.	10/94	Educ, St, Loc	3, 6
PeopleSoft, Inc.	10/94	Cross/HR	3
Physicians Practice Management	3/93	HS	3
Pilot Executive Software (acquired by Dun & Bradstreet)			
PKS Information Services, Inc.	2/95	Cross	8
Platinum Software Corporation	6/94	Cross	3
Policy Management Systems Corporation	10/94	Ins	1, 3, 8
Power Computing Company	5/94	Cross	8, 6, 1
Powersoft Corporation (acquired by Sybase)	2/93	Cross	4
Praxis International Inc.	1/93	Cross, ES	4, 3, 6
PRC Inc.	7/94	Fed	6, 7
Profitkey International, Inc.	6/93	DMan	3, 5
Progress Software Corporation	6/94	Cross	4

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Project Software & Development, Inc.	1/93	Cross	3
Proprietary Software Systems, Inc.	11/93	Fed	6
qad.inc	4/95	DMan, PMan	3, 6
QUALCOMM Incorporated	8/94	Tran	2, 5
Quorum Legal Systems See: ASA Legal Systems Company			
RAILINC Corporation	7/93	Trans	2
RealWorld Corporation	12/93	Cross/AC	3
Redshaw, Inc. (acquired by Delphi Information Systems)			
Retix	8/93	Cross	4
Reynolds and Reynolds Company (The)	1/93	RSal, HS	5
Ross Systems, Inc.	4/94	Cross/AC, Man	3
Santa Cruz Operation, Inc. (The)	6/93	Cross	4, 3
SAP America, Inc.	2/95	Cross/AC	3
SAS Institute Inc.	3/94	Cross/PA	3, 4
SEI Corporation	5/94	Bank	1, 8, 3
Shared Financial Systems, Inc. (acquired by Stratus Computer 9/93)	6/93	Bank, RSal	3, 6
Shared Medical Systems Corporation	12/94	HS	1, 3, 5
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SofTech, Inc.	10/93	Cross	6, 7
Software Publishing Corporation	9/94	Cross	3
Sprint Corporation	8/94	Cross	2
Sterling Software, Inc.	3/94	Cross, Fed, RSal Bank	6, 8, 4 3, 2
Stockholder Systems, Inc. (name changed to Servantis Systems, Inc.)	8/93	Bank, Util	3
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SunGard Data Systems Inc.	11/93	Bank, Cross/DR	1, 3
Supply Tech, Inc.	1/95	Cross/EDI	4
Sybase	4/94	Cross	4, 6
Symantec Corporation	8/93	Cross/PA	3, 4

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Symix Computer Systems, Inc.	4/93	DMan	5
Systematics Information Services (name changed to ALLTEL Information Services, Inc.)	7/94	Bank, HS, Tele	8, 3
System Software Associates, Inc.	4/94	DMan, Dis	3
Systems & Computer Technology Corporation	7/94	Educ, St, Loc, Fed	8, 3
TDS Healthcare Systems Corporation See: Systematics Information Services, Inc.			
Technalysis Corporation	9/94	Cross	6
Technology Solutions Company (TSC)	10/93	Dis, DMan, PMan, Bank, Ins	7
TELINK Systems, Inc.	8/93	Cross/EDI	3, 4
Terrano Corporation	5/94	HS	5
Tesseract Corporation	2/94	Cross/HR	3, 6
Thomson Financial Services	3/95	Cross/DB	2, 3
Timberline Software Corporation	5/94	BServ, Misc	3
Trinzic Corporation	9/93	Cross	4
TSC See: Technology Solutions Company			
TSI International	7/93	Cross, EDI	3, 4
U.S. Intelco Networks, Inc.	3/95	Tele	1
U S WEST Inc.	10/93	Tele, Cross	1, 2, 3, 4
Vanstar Corporation	5/94	Cross	8, 5
Walker Interactive Systems, Inc.	7/93	Cross	3
Warner Insurance Services, Inc.	3/93	Ins, Bank	8, 1
WordPerfect Corporation See: Novell, Inc.			
Worldwide Chain Store Systems, Inc.	11/94	Man, Dis	3

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Bank	- Banking and finance
BServ	- Business services (accountants, lawyers)
Dis	- Distribution
DMan	- Discrete manufacturing
Educ	- Education
Fed	- Federal government
HS	- Health services
Ins	- Insurance
Loc	- Local government
Man	- Manufacturing
PMan	- Process manufacturing
PServ	- Personal/consumer services
RSal	- Retail sales
St	- State government
Tele	- Telecommunications
Tran	- Transportation
Util	- Utilities
WSal	- Wholesale sales
Misc	- Construction/agriculture

Cross Industry Application Solutions

AC	- Accounting
ES	- Engineering/scientific
ET	- Education and training
HR	- Human resources
OS	- Office systems
PA	- Planning and analysis
SA	- Sales/marketing

Other

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Advantis	4/93	Cross	1, 2
Affiliated Computer Services, Inc.	2/94	Bank, Cross	1, 8, 7
AGS Information Services, Inc. (acquired by Keane, Inc.)			
Aldus Corporation (merging with Adobe Systems)			
America Online, Inc.	4/94	Cross/DB	2
American Business Computer	2/94	Cross/EDI	3
American Management Systems, Inc.	12/94	Bank, Fed, Loc, Educ	6, 7
American Software, Inc.	12/94	Cross, DMan, Dis, HS	3
Anacomp, Inc.	1/95	Cross/COM	1
Analysts International Corporation	1/95	Cross	6
Andersen Consulting	3/94	Cross	7, 6
APL Group, Inc. (The)	5/93	Cross/EDI	4
Applied Business Technologies, Inc.	7/93	Edu	3
Arkansas Systems, Inc.	2/95	Bank, Cross	3, 4, 6
ASA Legal Systems Company, Inc.	7/93	BServ	5

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Autodesk, Inc.	6/94	Cross/ES	3
Automated Concepts Incorporated	2/93	Cross	6
Automatic Data Processing, Inc.	12/94	Cross/HR, AC	1, 2
Auto-trol Technology Corporation	9/93	Cross/ES	5, 7
Avalon Software, Inc.	5/94	DMan, PMan, Dis	3
Bachman Information Systems, Inc.	2/94	Cross/CASE	4
Barrister Information Systems Corporation	10/93	BServ	5
BGS Systems, Inc.	11/93	Cross	4
BISYS Group, Inc. (The)	1/94	Bank	1
Boeing Information Services	4/94	Fed	6, 7
Boole & Babbage, Inc.	6/94	Cross	4
Brandon Systems Corporation	2/93	Cross	6
Broadway & Seymour, Inc.	2/93	Bank	7, 3
Business Systems Group, Inc. See: BSG Corporation			
BSG Corporation	7/94	PMan, Ins, Tele, Tran	6, 7
CACI International	2/94	Fed	6, 8
Cadence Design Systems, Inc.	5/93	Cross/ES	3
Cadre Technologies Inc.	7/93	Cross/CASE	4
Caere Corporation	6/93	RSal/Cross	3
Cambar Software, Inc.	10/94	WSal, DMan	3
Candle Corporation	6/94	Cross	4
CAP GEMINI AMERICA	3/93	Cross	6, 7
Cass Logistics, Inc.	9/93	DMan, PMan, Tran, Dis	1, 3
Ceridian Corporation	12/94	Cross/Fed	1, 7
Ceridian Employer Services	12/94	Cross	1
Cerner Corporation	5/93	HS	5
Cincinnati Bell Information Systems Inc.	11/93	Bank, Tele, Fed	6, 7, 3, 1
Cincom Systems, Inc.	3/93	Cross	4, 3
Claris Corporation	11/93	Cross	3
Cognos Incorporated	7/93	Cross	4

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Comdisco Disaster Recovery Services, Inc.	2/93	Cross/DR	1
Communications Software, Inc.	7/93	Tele	5
Complete Business Solutions, Inc.	3/95	Cross	6, 7
CompuServe Incorporated	2/94	Cross/DB	2, 3
Computer Associates International, Inc.	12/94	Cross, DMan	4, 3
Computer Horizons Corp.	8/94	DMan, PMan, Tele, Bank	6, 7
Computer Language Research, Inc.	6/93	BServ, Cross	1, 3
Computer Sciences Corporation	12/94	Fed, Man, Bank, Ins	6, 7, 8
Computer Task Group, Inc.	6/93	DMan, PMan, Bank	6, 7
ComputerLand Corporation See: Vanstar Corporation			
CompuTrac, Inc.	8/94	BServ	5
Comshare, Inc.	3/93	Cross/PA	3
Consilium, Inc.	3/95	DMan, PMan	3
Continuum Company, Inc. (The)	1/95	Ins	6, 3, 1, 8
Coopers & Lybrand	2/94	Cross	6, 7
Cordant, Inc.	3/95	Fed, DMan, PMan	7, 6
Corporate Computing International	9/94	Cross	4, 6
Corporate Software, Inc.	3/93	Cross	5
Corporate Systems, Ltd.	3/93	Cross/HR	1
Cutler-Williams, Inc.	2/95	Cross	6, 7
Cyborg Systems, Inc.	5/93	Cross/HR	3, 6
CyCare Systems, Inc.	12/94	HS	1, 5, 8
DataWorks Corporation	3/95	DMan	3
Deluxe Data Systems, Inc.	4/93	Bank, RSal	1, 2, 3
Dialog Information Services, Inc.	2/94	Cross/DB	2
Dow Jones Telerate	5/93	Bank/Cross	2
DST Systems, Inc.	7/93	Bank, Ins	1
Dun & Bradstreet Software	6/94	Cross/HR/AC DMan	3
Easel Corporation	5/94	Cross	4
Effective Management Systems, Inc.	5/93	DMan, WSal	5
ELCOMP Systems, Inc.	11/93	HS	5

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Electronic Data Systems Corporation	5/93	Bank, Ins, Fed St, DMan, Tele	1, 6, 7, 8
Equifax Inc.	6/94	Ins, Bank, RSal	1, 2, 3
FDP Corp.	4/93	Ins	3, 1
Financial Decision Systems, Inc.	8/93	Cross/AC	3, 6
First Data Corporation	6/93	Bank, HS, RSal Tele	1, 2, 3 5
First Financial Management Corporation	6/93	Bank	1, 2
FIserv, Inc.	7/93	Bank	1, 8, 3
Friedman Associates	6/94	DMan, PMan, WSal	3
GE Information Services	7/94	Bank, DMan, PMan, Cross	1, 2
GENESYS Software Systems, Inc.	12/94	Cross/HR	3
Genix Group (The)	2/95	PMan, DMan, Bank, Ins, HS	8
Gerber Scientific, Inc.	10/93	Cross/ES, DMan PMan	5
Global Software, Inc.	5/93	Cross/AC, HS	3
Gupta Corporation	3/93	Cross	4
HBO & Company	7/93	HS	5, 1, 6
Health Data Sciences Corporation	2/95	HS	5
Hogan Systems, Inc.	11/93	Bank	3, 6
IBAX Healthcare Systems (acquired by HBO & Company)			
IBM Integrated Systems Solutions Corporation	5/93	Bank, Ins, HS, Dis, Tran, Man, Tele, Util	8, 7, 1
IMREX Computer Systems, Inc.	10/94	WSal, RSal, DMan	3, 6
IMRS Inc.	1/93	Cross/PA	3
INFO GROUP (THE)	8/93	Cross	3
Infonet Services Corporation	1/94	Cross	2
Information America, Inc.	5/94	BServ	2
Information Management Corporation	4/93	RSal	3, 6
Information Resources, Inc.	3/93	DMan, Dis	1, 2
Informix Corporation	5/94	Cross	4, 3
Integral Systems, Inc.	2/94	Cross/AC/HR	3

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Integrated Health Systems, Inc. (acquired by Wismer*Martin)	10/93	HS	3
Intelogic Trace, Inc.	3/93	Cross	6
Intergraph Corporation	4/93	Cross/ES	5
Intuit Inc. (acquisiton by Microsoft pending)	2/93	PServ/Cross	3
ISM Information Systems Management Corporation	7/94	Fed, St, Bank	8, 7, 1, 2
Jack Henry & Associates, Inc.	12/93	Bank	5
J.D. Edwards & Company	3/95	Cross/AC/HR	3
Keane, Inc.	11/94	Cross	6
KnowledgeWare, Inc. (acquired by Sterling Software)			
Landmark Systems Corporation	10/93	Cross	4
Lante Corporation	9/94	Cross	6
Lawson Software	3/95	Cross/AC/HR	3, 6
Learning Group International, Inc.	3/93	Cross/ET	6
LEGENT Corporation	9/93	Cross	4
LGS Group Inc.	4/94	Cross	6, 7, 8
Liant Software Corporation	6/94	Cross	4
Logica Inc.	1/95	Bank, Ins, Tele	6, 7
Logica North America See: Logica Inc.			
Logicon, Inc.	7/93	Fed	6
Lomas Information Systems	12/93	Bank	1, 3
Lotus Development Corporation	2/94	Cross	3
MacNeal-Schwendler Corporation (The)	6/93	Cross/ES	3
Madic-Compufact Corporation See: DataWorks Corporation			
Marcam Corporation	5/94	PMan	3
Martin Marietta Information Systems	9/93	Fed	6, 7, 8
Manugistics, Inc.	6/93	Cross	3, 4
May & Speh, Inc.	10/94	Cross	1, 8
Mead Data Central	6/94	Cross/DB	2
Media Cybernetics, Inc.	12/93	Cross	3, 4

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Medical Information Technology, Inc. (MEDITECH)	8/94	HS	3
MEDSTAT Systems, Inc. (acquired by The Thomson Corp.)			
Mentor Graphics Corporation	10/93	Cross/ES/SA	5, 3
Microsoft Corporation	3/95	Cross/OS	3, 4
M&I Data Services, Inc.	12/93	Bank	1, 3, 8
MPACT EDI Systems	3/93	DMan, RSal, Tran	4
MUST Software International	9/94	Cross	4
National Data Corporation	2/95	RSal, Bank, HS	1, 2, 5
Network Equipment Technologies, Inc.	9/93	Cross	4
Novell, Inc.	3/95	Cross	4
Oracle Corporation	5/94	Cross	4, 3
Pacific Telesis Group	6/94	Cross	2, 6, 7
Parametric Technology Corporation	2/93	DMan	3
Paychex, Inc.	9/94	Cross/HR	1
Pay-Fone Systems, Inc.	1/94	Cross/HR	1
PDA Engineering	1/93	Cross/ES	3
Pentamation Enterprises, Inc.	10/94	Educ, St, Loc	3, 6
PeopleSoft, Inc.	10/94	Cross/HR	3
Physicians Practice Management	3/93	HS	3
Pilot Executive Software (acquired by Dun & Bradstreet)			
PKS Information Services, Inc.	2/95	Cross	8
Platinum Software Corporation	6/94	Cross	3
Policy Management Systems Corporation	10/94	Ins	1, 3, 8
Power Computing Company	5/94	Cross	8, 6, 1
Powersoft Corporation (acquired by Sybase)	2/93	Cross	4
Praxis International Inc.	1/93	Cross, ES	4, 3, 6
PRC Inc.	7/94	Fed	6, 7
Profitkey International, Inc.	6/93	DMan	3, 5
Progress Software Corporation	6/94	Cross	4
Project Software & Development, Inc.	1/93	Cross	3
Proprietary Software Systems, Inc.	11/93	Fed	6

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qad.inc	6/93	DMan, PMan	3, 6
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RAILINC Corporation	7/93	Trans	2
RealWorld Corporation	12/93	Cross/AC	3
Redshaw, Inc. (acquired by Delphi Information Systems)			
Retix	8/93	Cross	4
Reynolds and Reynolds Company (The)	1/93	RSal, HS	5
Ross Systems, Inc.	4/94	Cross/AC, Man	3
Santa Cruz Operation, Inc. (The)	6/93	Cross	4, 3
SAP America, Inc.	2/95	Cross/AC	3
SAS Institute Inc.	3/94	Cross/PA	3, 4
SEI Corporation	5/94	Bank	1, 8, 3
Shared Financial Systems, Inc. (acquired by Stratus Computer 9/93)	6/93	Bank, RSal	3, 6
Shared Medical Systems Corporation	12/94	HS	1, 3, 5
Shaw Systems Associates, Inc.	11/94	Bank	3
SHL Systemhouse Inc.	2/95	Cross	7, 6
SofTech, Inc.	10/93	Cross	6, 7
Software Publishing Corporation	9/94	Cross	3
Sprint Corporation	8/94	Cross	2
Sterling Software, Inc.	3/94	Cross, Fed, RSal Bank	6, 8, 4 3, 2
Stockholder Systems, Inc. (name changed to Servantis Systems, Inc.)	8/93	Bank, Util	3
St. Paul Software	1/95	DMan, Dis	3
Subscriber Computing, Inc.	2/94	Tele	3
SunGard Data Systems Inc.	11/93	Bank, Cross/DR	1, 3
Supply Tech, Inc.	1/95	Cross/EDI	4
Sybase	4/94	Cross	4, 6
Symantec Corporation	8/93	Cross/PA	3, 4
Symix Computer Systems, Inc.	4/93	DMan	5

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Systematics Information Services (name changed to ALLTEL Information Services, Inc.)	7/94	Bank, HS, Tele	8, 3
System Software Associates, Inc.	4/94	DMan, Dis	3
Systems & Computer Technology Corporation	7/94	Educ, St, Loc, Fed	8, 3
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Technology Solutions Company (TSC)	10/93	Dis, DMan, PMan, Bank, Ins	7
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U S WEST Inc.	10/93	Tele, Cross	1, 2, 3, 4
Vanstar Corporation	5/94	Cross	8, 5
Walker Interactive Systems, Inc.	7/93	Cross	3
Warner Insurance Services, Inc.	3/93	Ins, Bank	8, 1
WordPerfect Corporation See: Novell, Inc.			
Worldwide Chain Store Systems, Inc.	11/94	Man, Dis	3

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Primary Markets

Industry Specific

Bank	- Banking and finance
BServ	- Business services (accountants, lawyers)
Dis	- Distribution
DMan	- Discrete manufacturing
Educ	- Education
Fed	- Federal government
HS	- Health services
Ins	- Insurance
Loc	- Local government
Man	- Manufacturing
PMan	- Process manufacturing
PServ	- Personal/consumer services
RSal	- Retail sales
St	- State government
Tele	- Telecommunications
Tran	- Transportation
Util	- Utilities
WSal	- Wholesale sales
Misc	- Construction/agriculture

Cross Industry Application Solutions

AC	- Accounting
ES	- Engineering/scientific
ET	- Education and training
HR	- Human resources
OS	- Office systems
PA	- Planning and analysis
SA	- Sales/marketing

Other

CASE	- Computer-aided software engineering
COM	- Computer output microfilm
DB	- On-line data base services
DR	- Disaster recovery
EDI	- Electronic data interchange

Product/Service Offering

1 = Processing Services
2 = Network Services
3 = Applications Software Products
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Aldus Corporation (merging with Adobe Systems)			
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American Business Computer	2/94	Cross/EDI	3
American Management Systems, Inc.	12/94	Bank, Fed, Loc, Educ	6, 7
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Anacomp, Inc.	1/95	Cross/COM	1
Analysts International Corporation	1/95	Cross	6
Andersen Consulting	3/94	Cross	7, 6
APL Group, Inc. (The)	5/93	Cross/EDI	4
Applied Business Technologies, Inc.	7/93	Edu	3
Arkansas Systems, Inc.	2/95	Bank, Cross	3, 4, 6
ASA Legal Systems Company, Inc.	7/93	BServ	5

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ASK Group, Inc. (The) (acquired by Computer Associates)			
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Automated Concepts Incorporated	2/93	Cross	6
Automatic Data Processing, Inc.	12/94	Cross/HR, AC	1, 2
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Cadence Design Systems, Inc.	5/93	Cross/ES	3
Cadre Technologies Inc.	7/93	Cross/CASE	4
Caere Corporation	6/93	RSal/Cross	3
Cambar Software, Inc.	10/94	WSal, DMan	3
Candle Corporation	6/94	Cross	4
CAP GEMINI AMERICA	3/93	Cross	6, 7
Cass Logistics, Inc.	9/93	DMan, PMan, Tran, Dis	1, 3
Ceridian Corporation	12/94	Cross/Fed	1, 7
Ceridian Employer Services	12/94	Cross	1
Cerner Corporation	5/93	HS	5
Cincinnati Bell Information Systems Inc.	11/93	Bank, Tele, Fed	6, 7, 3, 1
Cincom Systems, Inc.	3/93	Cross	4, 3
Claris Corporation	11/93	Cross	3
Cognos Incorporated	7/93	Cross	4

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Comdisco Disaster Recovery Services, Inc.	2/93	Cross/DR	1
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CompuServe Incorporated	2/94	Cross/DB	2, 3
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Comshare, Inc.	3/93	Cross/PA	3
Consilium, Inc.	6/94	DMan, PMan	3
Continuum Company, Inc. (The)	1/95	Ins	6, 3, 1, 8
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Corporate Software, Inc.	3/93	Cross	5
Corporate Systems, Ltd.	3/93	Cross/HR	1
Cutler-Williams, Inc.	2/95	Cross	6, 7
Cyborg Systems, Inc.	5/93	Cross/HR	3, 6
CyCare Systems, Inc.	12/94	HS	1, 5, 8
Deluxe Data Systems, Inc.	4/93	Bank, RSal	1, 2, 3
Dialog Information Services, Inc.	2/94	Cross/DB	2
Dow Jones Telerate	5/93	Bank/Cross	2
DST Systems, Inc.	7/93	Bank, Ins	1
Dun & Bradstreet Software	6/94	Cross/HR/AC DMan	3
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Effective Management Systems, Inc.	5/93	DMan, WSal	5
ELCOMP Systems, Inc.	11/93	HS	5
Electronic Data Systems Corporation	5/93	Bank, Ins, Fed St, DMan, Tele	1, 6, 7, 8

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FIserv, Inc.	7/93	Bank	1, 8, 3
Friedman Associates	6/94	DMan, PMan, WSal	3
GE Information Services	7/94	Bank, DMan, PMan, Cross	1, 2
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Genix Group (The)	2/95	PMan, DMan, Bank, Ins, HS	8
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Gerber Scientific, Inc.	10/93	Cross/ES, DMan PMan	5
Global Software, Inc.	5/93	Cross/AC, HS	3
Goal Systems International Inc. See: LEGENT Corporation			
Gupta Corporation	3/93	Cross	4
HBO & Company	7/93	HS	5, 1, 6
Health Data Sciences Corporation	2/95	HS	5
Hogan Systems, Inc.	11/93	Bank	3, 6
IBAX Healthcare Systems (acquired by HBO & Company)			
IBM Integrated Systems Solutions Corporation	5/93	Bank, Ins, HS, Dis, Tran, Man, Tele, Util	8, 7, 1
IMREX Computer Systems, Inc.	10/94	WSal, RSal, DMan	3, 6
IMRS Inc.	1/93	Cross/PA	3
INFO GROUP (THE)	8/93	Cross	3
Infonet Services Corporation	1/94	Cross	2
Information America, Inc.	5/94	BServ	2
Information Management Corporation	4/93	RSal	3, 6
Information Resources, Inc.	3/93	DMan, Dis	1, 2
Informix Corporation	5/94	Cross	4, 3

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Integrated Health Systems, Inc. (acquired by Wismer*Martin)	10/93	HS	3
Intelogic Trace, Inc.	3/93	Cross	6
Intergraph Corporation	4/93	Cross/ES	5
Intuit Inc. (acquired by Microsoft)	2/93	PServ/Cross	3
ISM Information Systems Management Corporation	7/94	Fed, St, Bank	8, 7, 1, 2
Jack Henry & Associates, Inc.	12/93	Bank	5
J.D. Edwards & Company	11/93	Cross/AC/HR	3
Keane, Inc.	11/94	Cross	6
KnowledgeWare, Inc. (acquired by Sterling Software)			
Landmark Systems Corporation	10/93	Cross	4
Lante Corporation	9/94	Cross	6
Lawson Software	1/93	Cross/AC/HR	3, 6
Learning Group International, Inc.	3/93	Cross/ET	6
LEGENT Corporation	9/93	Cross	4
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Logica Inc.	1/95	Bank, Ins, Tele	6, 7
Logica North America See: Logica Inc.			
Logicon, Inc.	7/93	Fed	6
Lomas Information Systems	12/93	Bank	1, 3
Lotus Development Corporation	2/94	Cross	3
MacNeal-Schwendler Corporation (The)	6/93	Cross/ES	3
Madic-Compufact Corporation (name changed to Dataworks)	11/93	DMan	5, 6
Marcam Corporation	5/94	PMan	3
Martin Marietta Information Systems	9/93	Fed	6, 7, 8
Manugistics, Inc.	6/93	Cross	3, 4
May & Speh, Inc.	10/94	Cross	1, 8
Mead Data Central	6/94	Cross/DB	2
Media Cybernetics, Inc.	12/93	Cross	3, 4
Medical Information Technology, Inc. (MEDITECH)	8/94	HS	3

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MEDSTAT Systems, Inc. (acquired by The Thomson Corp.)			
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Paychex, Inc.	9/94	Cross/HR	1
Pay-Fone Systems, Inc.	1/94	Cross/HR	1
PDA Engineering	1/93	Cross/ES	3
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PeopleSoft, Inc.	10/94	Cross/HR	3
Physicians Practice Management	3/93	HS	3
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PKS Information Services, Inc.	2/95	Cross	8
Platinum Software Corporation	6/94	Cross	3
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PRC Inc.	7/94	Fed	6, 7
Profitkey International, Inc.	6/93	DMan	3, 5
Progress Software Corporation	6/94	Cross	4
Project Software & Development, Inc.	1/93	Cross	3
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RealWorld Corporation	12/93	Cross/AC	3
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Retix	8/93	Cross	4
Reynolds and Reynolds Company (The)	1/93	RSal, HS	5
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Santa Cruz Operation, Inc. (The)	6/93	Cross	4, 3
SAP America, Inc.	2/95	Cross/AC	3
SAS Institute Inc.	3/94	Cross/PA	3, 4
SEI Corporation	5/94	Bank	1, 8, 3
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SHL Systemhouse Inc.	2/95	Cross	7, 6
SofTech, Inc.	10/93	Cross	6, 7
Software Publishing Corporation	9/94	Cross	3
Sprint Corporation	8/94	Cross	2
Sterling Software, Inc.	3/94	Cross, Fed, RSal Bank	6, 8, 4 3, 2
Stockholder Systems, Inc. (name changed to Servantis Systems, Inc.)	8/93	Bank, Util	3
St. Paul Software	1/95	DMan, Dis	3
Subscriber Computing, Inc.	2/94	Tele	3
SunGard Data Systems Inc.	11/93	Bank, Cross/DR	1, 3
Supply Tech, Inc.	1/95	Cross/EDI	4
Sybase	4/94	Cross	4, 6
Symantec Corporation	8/93	Cross/PA	3, 4
Symix Computer Systems, Inc.	4/93	DMan	5
Systematics Information Services, Inc.	7/94	Bank, HS, Tele	8, 3
System Software Associates, Inc.	4/94	DMan, Dis	3
Systems & Computer Technology Corporation	7/94	Educ, St, Loc, Fed	8, 3
TDS Healthcare Systems Corporation See: Systematics Information Services, Inc.			
Technalysis Corporation	9/94	Cross	6

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Technology Solutions Company (TSC)	10/93	Dis, DMan, PMan, Bank, Ins	7
Telecredit, Inc. See: Equifax, Inc.			
Telerate, Inc. See: Dow Jones Telerate			
TELINK Systems, Inc.	8/93	Cross/EDI	3, 4
Terrano Corporation	5/94	HS	5
Tesseract Corporation	2/94	Cross/HR	3, 6
Timberline Software Corporation	5/94	BServ, Misc	3
Trinzic Corporation	9/93	Cross	4
TSC See: Technology Solutions Company			
TSI International	7/93	Cross, EDI	3, 4
U.S. Intelco Network, Inc.	2/93	Tele	1
U S WEST Inc.	10/93	Tele, Cross	1, 2, 3, 4
Vanstar Corporation	5/94	Cross	8, 5
Walker Interactive Systems, Inc.	7/93	Cross	3
Warner Insurance Services, Inc.	3/93	Ins, Bank	8, 1
WordPerfect Corporation (acquired by Novell)	2/94	Cross/OS/PA	3
Worldwide Chain Store Systems, Inc.	11/94	Man, Dis	3

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Bank	- Banking and finance
BServ	- Business services (accountants, lawyers)
Dis	- Distribution
DMan	- Discrete manufacturing
Educ	- Education
Fed	- Federal government
HS	- Health services
Ins	- Insurance
Loc	- Local government
Man	- Manufacturing
PMan	- Process manufacturing
PServ	- Personal/consumer services
RSal	- Retail sales
St	- State government
Tele	- Telecommunications
Tran	- Transportation
Util	- Utilities
WSal	- Wholesale sales
Misc	- Construction/agriculture

Cross Industry Application Solutions

AC	- Accounting
ES	- Engineering/scientific
ET	- Education and training
HR	- Human resources
OS	- Office systems
PA	- Planning and analysis
SA	- Sales/marketing

Other

CASE	- Computer-aided software engineering
COM	- Computer output microfilm
DB	- On-line data base services
DR	- Disaster recovery
EDI	- Electronic data interchange

Product/Service Offering

1 = Processing Services
2 = Network Services
3 = Applications Software Products
4 = Systems Software Products
5 = VAR/Turnkey Systems
6 = Professional Services
7 = Systems Integration
8 = Outsourcing

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Advantis	4/93	Cross	1, 2
Affiliated Computer Services, Inc.	2/94	Bank, Cross	1, 8, 7
AGS Information Services, Inc. (acquired by Keane, Inc.)			
Aldus Corporation (merging with Adobe Systems)			
America Online, Inc.	4/94	Cross/DB	2
American Business Computer	2/94	Cross/EDI	3
American Management Systems, Inc.	12/94	Bank, Fed, Loc, Educ	6, 7
American Software, Inc.	12/94	Cross, DMan, Dis, HS	3
Anacomp, Inc.	1/95	Cross/COM	1
Analysts International Corporation	1/95	Cross	6
Andersen Consulting	3/94	Cross	7, 6
APL Group, Inc. (The)	5/93	Cross/EDI	4
Applied Business Technologies, Inc.	7/93	Edu	3
Arkansas Systems, Inc.	7/93	Bank, Cross	3, 4, 6
ASA Legal Systems Company, Inc.	7/93	BServ	5

ASK Group, Inc. (The) (acquired by Computer Associates)			
Autodesk, Inc.	6/94	Cross/ES	3
Automated Concepts Incorporated	2/93	Cross	6
Automatic Data Processing, Inc.	12/94	Cross/HR, AC	1, 2
Auto-trol Technology Corporation	9/93	Cross/ES	5, 7
Avalon Software, Inc.	5/94	DMan, PMan, Dis	3
Bachman Information Systems, Inc.	2/94	Cross/CASE	4
Barrister Information Systems Corporation	10/93	BServ	5
BGS Systems, Inc.	11/93	Cross	4
BISYS Group, Inc. (The)	1/94	Bank	1
Boeing Information Services	4/94	Fed	6, 7
Boole & Babbage, Inc.	6/94	Cross	4
Brandon Systems Corporation	2/93	Cross	6
Broadway & Seymour, Inc.	2/93	Bank	7, 3
Business Systems Group, Inc. See: BSG Corporation			
BSG Corporation	7/94	PMan, Ins, Tele, Tran	6, 7
CACI International	2/94	Fed	6, 8
Cadence Design Systems, Inc.	5/93	Cross/ES	3
Cadre Technologies Inc.	7/93	Cross/CASE	4
Caere Corporation	6/93	RSal/Cross	3
Cambar Software, Inc.	10/94	WSal, DMan	3
Candle Corporation	6/94	Cross	4
CAP GEMINI AMERICA	3/93	Cross	6, 7
Cass Logistics, Inc.	9/93	DMan, PMan, Tran, Dis	1, 3
Ceridian Corporation	12/94	Cross/Fed	1, 7
Ceridian Employer Services	12/94	Cross	1
Cerner Corporation	5/93	HS	5
Cincinnati Bell Information Systems Inc.	11/93	Bank, Tele, Fed	6, 7, 3, 1
Cincom Systems, Inc.	3/93	Cross	4, 3
Claris Corporation	11/93	Cross	3
Cognos Incorporated	7/93	Cross	4

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Comdisco Disaster Recovery Services, Inc.	2/93	Cross/DR	1
Communications Software, Inc.	7/93	Tele	5
CompuServe Incorporated	2/94	Cross/DB	2, 3
Computer Associates International, Inc.	12/94	Cross, DMan	4, 3
Computer Horizons Corp.	8/94	DMan, PMan, Tele, Bank	6, 7
Computer Language Research, Inc.	6/93	BServ, Cross	1, 3
Computer Sciences Corporation	12/94	Fed, Man, Bank, Ins	6, 7, 8
Computer Task Group, Inc.	6/93	DMan, PMan, Bank	6, 7
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CompuTrac, Inc.	8/94	BServ	5
Comshare, Inc.	3/93	Cross/PA	3
Consilium, Inc.	6/94	DMan, PMan	3
Continuum Company, Inc. (The)	1/95	Ins	6, 3, 1, 8
Coopers & Lybrand	2/94	Cross	6, 7
Cordant, Inc.	7/93	Fed, DMan, PMan	7, 6
Corporate Computing International	9/94	Cross	4, 6
Corporate Software, Inc.	3/93	Cross	5
Corporate Systems, Ltd.	3/93	Cross/HR	1
Cutler-Williams, Inc.	9/93	Cross	6, 7
Cyborg Systems, Inc.	5/93	Cross/HR	3, 6
CyCare Systems, Inc.	12/94	HS	1, 5, 8
Deluxe Data Systems, Inc.	4/93	Bank, RSal	1, 2, 3
Dialog Information Services, Inc.	2/94	Cross/DB	2
Dow Jones Telerate	5/93	Bank/Cross	2
DST Systems, Inc.	7/93	Bank, Ins	1
Dun & Bradstreet Software	6/94	Cross/HR/AC DMan	3
Easel Corporation	5/94	Cross	4
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Effective Management Systems, Inc.	5/93	DMan, WSal	5
ELCOMP Systems, Inc.	11/93	HS	5
Electronic Data Systems Corporation	5/93	Bank, Ins, Fed St, DMan, Tele	1, 6, 7, 8

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Financial Decision Systems, Inc.	8/93	Cross/AC	3, 6
First Data Corporation	6/93	Bank, HS, RSal Tele	1, 2, 3 5
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First Financial Management Corporation	6/93	Bank	1, 2
FIserv, Inc.	7/93	Bank	1, 8, 3
Friedman Associates	6/94	DMan, PMan, WSal	3
GE Information Services	7/94	Bank, DMan, PMan, Cross	1, 2
GENESYS Software Systems, Inc.	12/94	Cross/HR	3
Genix Group (The)	2/94	PMan, DMan, Bank, Ins, HS	8
Gerber Alley See: First Data Corporation			
Gerber Scientific, Inc.	10/93	Cross/ES, DMan PMan	5
Global Software, Inc.	5/93	Cross/AC, HS	3
Goal Systems International Inc. See: LEGENT Corporation			
Gupta Corporation	3/93	Cross	4
HBO & Company	7/93	HS	5, 1, 6
Health Data Sciences Corporation	12/93	HS	5
Hogan Systems, Inc.	11/93	Bank	3, 6
IBAX Healthcare Systems (acquired by HBO & Company)			
IBM Integrated Systems Solutions Corporation	5/93	Bank, Ins, HS, Dis, Tran, Man, Tele, Util	8, 7, 1
IMREX Computer Systems, Inc.	10/94	WSal, RSal, DMan	3, 6
IMRS Inc.	1/93	Cross/PA	3
INFO GROUP (THE)	8/93	Cross	3
Infonet Services Corporation	1/94	Cross	2
Information America, Inc.	5/94	BServ	2
Information Management Corporation	4/93	RSal	3, 6
Information Resources, Inc.	3/93	DMan, Dis	1, 2
Informix Corporation	5/94	Cross	4, 3

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Integrated Health Systems, Inc. (acquired by Wismer*Martin)	10/93	HS	3
Intelogic Trace, Inc.	3/93	Cross	6
Intergraph Corporation	4/93	Cross/ES	5
Intuit Inc. (acquired by Microsoft)	2/93	PServ/Cross	3
ISM Information Systems Management Corporation	7/94	Fed, St, Bank	8, 7, 1, 2
Jack Henry & Associates, Inc.	12/93	Bank	5
J.D. Edwards & Company	11/93	Cross/AC/HR	3
Keane, Inc.	11/94	Cross	6
KnowledgeWare, Inc. (acquired by Sterling Software)			
Landmark Systems Corporation	10/93	Cross	4
Lante Corporation	9/94	Cross	6
Lawson Software	1/93	Cross/AC/HR	3, 6
Learning Group International, Inc.	3/93	Cross/ET	6
LEGENT Corporation	9/93	Cross	4
LGS Group Inc.	4/94	Cross	6, 7, 8
Liant Software Corporation	6/94	Cross	4
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Logicon, Inc.	7/93	Fed	6
Lomas Information Systems	12/93	Bank	1, 3
Lotus Development Corporation	2/94	Cross	3
MacNeal-Schwendler Corporation (The)	6/93	Cross/ES	3
Madic-Compufact Corporation (name changed to Dataworks)	11/93	DMan	5, 6
Marcam Corporation	5/94	PMan	3
Martin Marietta Information Systems	9/93	Fed	6, 7, 8
Manugistics, Inc.	6/93	Cross	3, 4
May & Speh, Inc.	10/94	Cross	1, 8
Mead Data Central	6/94	Cross/DB	2
Media Cybernetics, Inc.	12/93	Cross	3, 4
Medical Information Technology, Inc. (MEDITECH)	8/94	HS	3

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MEDSTAT Systems, Inc. (acquired by The Thomson Corp.)			
Mentor Graphics Corporation	10/93	Cross/ES/SA	5, 3
Microsoft Corporation	4/94	Cross/OS	3, 4
M&I Data Services, Inc.	12/93	Bank	1, 3, 8
MPACT EDI Systems	3/93	DMan, RSal, Tran	4
MUST Software International	9/94	Cross	4
Network Equipment Technologies, Inc.	9/93	Cross	4
Novell, Inc.	5/94	Cross	4
Oracle Corporation	5/94	Cross	4, 3
Pacific Telesis Group	6/94	Cross	2, 6, 7
Parametric Technology Corporation	2/93	DMan	3
Paychex, Inc.	9/94	Cross/HR	1
Pay-Fone Systems, Inc.	1/94	Cross/HR	1
PDA Engineering	1/93	Cross/ES	3
Pentamation Enterprises, Inc.	10/94	Educ, St, Loc	3, 6
PeopleSoft, Inc.	10/94	Cross/HR	3
Physicians Practice Management	3/93	HS	3
Pilot Executive Software (acquired by Dun & Bradstreet)			
Platinum Software Corporation	6/94	Cross	3
Policy Management Systems Corporation	10/94	Ins	1, 3, 8
Power Computing Company	5/94	Cross	8, 6, 1
Powersoft Corporation	2/93	Cross	4
Praxis International Inc.	1/93	Cross, ES	4, 3, 6
PRC Inc.	7/94	Fed	6, 7
Profitkey International, Inc.	6/93	DMan	3, 5
Progress Software Corporation	6/94	Cross	4
Project Software & Development, Inc.	1/93	Cross	3
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RAILINC Corporation	7/93	Trans	2
RealWorld Corporation	12/93	Cross/AC	3

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Redshaw, Inc. (acquired by Delphi Information Systems)			
Retix	8/93	Cross	4
Reynolds and Reynolds Company (The)	1/93	RSal, HS	5
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Santa Cruz Operation, Inc. (The)	6/93	Cross	4, 3
SAP America, Inc.	5/93	Cross/AC	3
SAS Institute Inc.	3/94	Cross/PA	3, 4
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Shared Financial Systems, Inc. (acquired by Stratus Computer 9/93)	6/93	Bank, RSal	3, 6
Shared Medical Systems Corporation	12/94	HS	1, 3, 5
Shaw Systems Associates, Inc.	11/94	Bank	3
SHL Systemhouse Inc.	3/93	Cross	7, 6
SofTech, Inc.	10/93	Cross	6, 7
Software Publishing Corporation	9/94	Cross	3
Sprint Corporation	8/94	Cross	2
Sterling Software, Inc.	3/94	Cross, Fed, RSal Bank	6, 8, 4 3, 2
Stockholder Systems, Inc. (name changed to Servantis Systems, Inc.)	8/93	Bank, Util	3
St. Paul Software	1/95	DMan, Dis	3
Subscriber Computing, Inc.	2/94	Tele	3
SunGard Data Systems Inc.	11/93	Bank, Cross/DR	1, 3
Supply Tech, Inc.	1/95	Cross/EDI	4
Sybase	4/94	Cross	4, 6
Symantec Corporation	8/93	Cross/PA	3, 4
Symix Computer Systems, Inc.	4/93	DMan	5
Systematics Information Services, Inc.	7/94	Bank, HS, Tele	8, 3
System Software Associates, Inc.	4/94	DMan, Dis	3
Systems & Computer Technology Corporation	7/94	Educ, St, Loc, Fed	8, 3
TDS Healthcare Systems Corporation See: Systematics Information Services, Inc.			
Technalysis Corporation	9/94	Cross	6
Technology Solutions Company (TSC)	10/93	Dis, DMan, PMan, Bank, Ins	7

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Telerate, Inc. See: Dow Jones Telerate			
TELINK Systems, Inc.	8/93	Cross/EDI	3, 4
Terrano Corporation	5/94	HS	5
Tesseract Corporation	2/94	Cross/HR	3, 6
Timberline Software Corporation	5/94	BServ, Misc	3
Trinzic Corporation	9/93	Cross	4
TSC See: Technology Solutions Company			
TSI International	7/93	Cross, EDI	3, 4
U.S. Intelco Network, Inc.	2/93	Tele	1
U S WEST Inc.	10/93	Tele, Cross	1, 2, 3, 4
Vanstar Corporation	5/94	Cross	8, 5
Walker Interactive Systems, Inc.	7/93	Cross	3
Warner Insurance Services, Inc.	3/93	Ins, Bank	8, 1
WordPerfect Corporation (acquired by Novell)	2/94	Cross/OS/PA	3
Worldwide Chain Store Systems, Inc.	11/94	Man, Dis	3

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Ins	-	Insurance
Loc	-	Local government
Man	-	Manufacturing
PMan	-	Process manufacturing
PServ	-	Personal/consumer services
RSal	-	Retail sales
St	-	State government
Tele	-	Telecommunications
Tran	-	Transportation
Util	-	Utilities
WSal	-	Wholesale sales
Misc	-	Construction/agriculture

Cross Industry Application Solutions

AC	-	Accounting
ES	-	Engineering/scientific
ET	-	Education and training
HR	-	Human resources
OS	-	Office systems
PA	-	Planning and analysis
SA	-	Sales/marketing

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Advantis	4/93	Cross	1, 2
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America Online, Inc.	4/94	Cross/DB	2
American Business Outer	2/94	Cross/EDI	3
American Managem ystems, Inc.	12/94	Bank, Fed, Loc, Educ	6, 7
American Software, .	12/94	Cross, DMan, Dis, HS	3
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Analysts Internation Corporation	4/94	Cross	6
Andersen Consultin	3/94	Cross	7, 6
APL Group, Inc. (The)	5/93	Cross/EDI	4
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Applied Communications, Inc.	11/92	Bank	3, 6
Arkansas Systems, Inc.	7/93	Bank, Cross	3, 4, 6
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ASA Legal Systems Company, Inc.	7/93	BServ	5
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AutoInfo, Inc.	3/92	RSal	2, 5
Automated Concepts Incorporated	2/93	Cross	6
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Auto-trol Technology Corporation	9/93	Cross/ES	5, 7
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Bell Atlantic Corporation	8/92	Cross	6, 3, 4, 7
BellSouth Corporation	10/92	Cross	2, 6, 7
BGS Systems, Inc.	11/93	Cross	4
BISYS Group, Inc. (The)	1/94	Bank	1
BMC Software, Inc.	9/92	Cross	4
Boeing Information Services	4/94	Fed	6, 7
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Cincom Systems, Inc.	3/93	Cross	4, 3
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Claris Corporation	11/93	Cross	3
C.M. Computers, Inc.	2/92	HS	5
CMS/DATA Corporation	10/92	BServ	5
Cognitive Systems, Inc.	12/92	Bank	6
Cognos Incorporated	7/93	Cross	4
COIN Dealership Systems, Inc.	8/92	RSal	5
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Comdisco Disaster Recovery Services, Inc.	2/93	Cross/DR	1
Communications Software, Inc.	7/93	Tele	5
CompuServe Incorporated	2/94	Cross/DB	2, 3
Computer Associates International, Inc.	12/94	Cross, DMan	4, 3
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Computer Language Research, Inc.	6/93	BServ, Cross	1, 3
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Computer Task Group, Inc.	6/93	DMan, PMan, Bank	6, 7
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Cordant, Inc.	7/93	Fed, DMan, PMan	7, 6
Corporate Computing International	9/94	Cross	4, 6
Corporate Software, Inc.	3/93	Cross	5
Corporate Systems, Ltd.	3/93	Cross/HR	1
Cutler-Williams, Inc.	9/93	Cross	6, 7
Cyborg Systems, Inc.	5/93	Cross/HR	3, 6
CyCare Systems, Inc.	12/94	HS	1, 5, 8
Dataserv, Inc.	9/92	Cross	6
Delphi Information Systems, Inc.	9/92	Ins	5
Deluxe Data Systems, Inc.	4/93	Bank, RSal	1, 2, 3
Dialog Information Services, Inc.	2/94	Cross/DB	2
Diebold, Inc.	9/92	Cross	6
DMR Group Inc.	11/92	Gov, Bank, DMan PMan, RSal, Tran	6, 7
Dow Jones Telerate	5/93	Bank/Cross	2
DST Systems, Inc.	7/93	Bank, Ins	1
Dun & Bradstreet Software	6/94	Cross/HR/AC DMan	3
Easel Corporation	5/94	Cross	4
EDI, Inc. See: TELINK Systems, Inc.			
Effective Management Systems, Inc.	5/93	DMan, WSal	5
ELCOMP Systems, Inc.	11/93	HS	5
Electronic Data Systems Corporation	5/93	Bank, Ins, Fed St, DMan, Tele	1, 6, 7, 8
ENVOY Corporation	5/92	Bank, RSal	1
Equifax Inc.	6/94	Ins, Bank, RSal	1, 2, 3
FDP Corp.	4/93	Ins	3, 1
Financial Decision Systems, Inc.	8/93	Cross/AC	3, 6
First Data Corporation	6/93	Bank, HS, RSal Tele	1, 2, 3 5
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FIserv, Inc.	7/93	Bank	1, 8, 3
Friedman Associates	6/94	DMan, PMan, WSal	3
GE Computer Service, Inc.	9/92	Cross	6
GE Information Services	7/94	Bank, DMan, PMan, Cross	1, 2
GENESYS Software Systems, Inc.	12/94	Cross/HR	3
Genix Group (The)	2/94	PMan, DMan, Bank, Ins, HS	8
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Global Software, Inc.	5/93	Cross/AC, HS	3
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Grumman Data Systems and Services Group	9/92	Fed	6, 7
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Gupta Corporation	3/93	Cross	4
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Health Data Sciences Corporation	12/93	HS	5
Health Management Systems, Inc.	6/92	HS	8
Hogan Systems, Inc.	11/93	Bank	3, 6
Holland Systems Corporation	7/92	Cross/CASE	4
IBAX Healthcare Systems (acquired by HBO & Company)			
IBM Integrated Systems Solutions Corporation	5/93	Bank, Ins, HS, Dis, Tran, Man, Tele, Util	8, 7, 1
IMREX Computer Systems, Inc.	10/94	WSal, RSal, DMan	3, 6
IMRS Inc.	1/93	Cross/PA	3
INFO GROUP (THE)	8/93	Cross	3
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Information Management Corporation	4/93	RSal	3, 6
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Integral Systems, Inc.	2/94	Cross/AC/HR	3
Integrated Health Systems, Inc. (acquired by Wismer*Martin)	10/93	HS	3
IntelliCorp	1/92	Cross	4, 6
Intelogic Trace, Inc.	3/93	Cross	6
Intergraph Corporation	4/93	Cross/ES	5
Interleaf, Inc.	11/92	Cross/SA	3
Intermetrics, Inc.	7/92	Fed	6
Intersolv	11/92	Cross/CASE	4
Intuit Inc.	2/93	PServ/Cross	3
ISM Information Systems Management Corporation	7/94	Fed, St, Bank	8, 7, 1, 2
Jack Henry & Associates, Inc.	12/93	Bank	5
J.D. Edwards & Company	11/93	Cross/AC/HR	3
JWP Information Services	10/92	Cross	6
Keane, Inc.	11/94	Cross	6
KnowledgeWare, Inc. (acquired by Sterling Software)			
Landmark Systems Corporation	10/93	Cross	4
Lante Corporation	9/94	Cross	6
Lawson Software	1/93	Cross/AC/HR	3, 6
Learning Group International, Inc.	3/93	Cross/ET	6
LEGENT Corporation	9/93	Cross	4
LGS Group Inc.	4/94	Cross	6, 7, 8
Liant Software Corporation	6/94	Cross	4
Litton Computer Services	12/92	Fed, Cross	1, 6, 7
Logica North America	9/94	Bank, Ins, Tele	6, 7
Logicon, Inc.	7/93	Fed	6
Lomas Information Systems	12/93	Bank	1, 3
Loral Corporation	10/92	Fed	6, 7, 8
Lotus Development Corporation	2/94	Cross	3
MacNeal-Schwendler Corporation (The)	6/93	Cross/ES	3
Madic-Compufact Corporation	11/93	DMan	5, 6
Manatron, Inc.	9/92	St, Loc	5, 3
Marcam Corporation	5/94	PMan	3
Martin Marietta Information Systems	9/93	Fed	6, 7, 8

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Manugistics, Inc.	6/93	Cross	3, 4
May & Speh, Inc.	10/94	Cross	1, 8
Mead Data Central	6/94	Cross/DB	2
Media Cybernetics, Inc.	12/93	Cross	3, 4
Medical Information Technology, Inc. (MEDITECH)	8/94	HS	3
MEDSTAT Systems, Inc. (acquired by The Thomson Corp.)			
Mentor Graphics Corporation	10/93	Cross/ES/SA	5, 3
Micro Healthsystems, Inc.	1/92	HS	3, 5
Microsoft Corporation	4/94	Cross/OS	3, 4
M&I Data Services, Inc.	12/93	Bank	1, 3, 8
Mozart Systems Corporation	7/93	Cross	4
MPACT EDI Systems	3/93	DMan, RSal, Tran	4
MUST Software International	9/94	Cross	4
Mutual Services Inc.	2/92	Bank	1, 2
National Data Corporation	12/92	RSal, Bank, HS	1, 2, 5
National Distributor Systems, Inc.	3/92	WSal	5
National Education Training Group	10/92	Cross/ET	6
Network Computing Corporation	10/92	Util, Loc	3, 5, 1
Network Equipment Technologies, Inc.	9/93	Cross	4
Novell, Inc.	5/94	Cross	4
Octel Communications Corporation	12/92	Cross	5, 2
Oracle Corporation	5/94	Cross	4, 3
Pacific Telesis Group	6/94	Cross	2, 6, 7
Parametric Technology Corporation	2/93	DMan	3
Paychex, Inc.	9/94	Cross/HR	1
Pay-Fone Systems, Inc.	1/94	Cross/HR	1
PDA Engineering	1/93	Cross/ES	3
Pentamation Enterprises, Inc.	10/94	Educ, St, Loc	3, 6
PeopleSoft, Inc.	10/94	Cross/HR	3
Perot Systems Corporation	9/92	Bank, Ins, Man	6, 7, 8
Physicians Practice Management	3/93	HS	3
Pilot Executive Software (acquired by Dun & Bradstreet)			
PKS Information Services, Inc.	6/92	Cross	8
Platinum Software Corporation	6/94	Cross	3

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Policy Management Systems Corporation	10/94	Ins	1, 3, 8
Power Computing Company	5/94	Cross	8, 6, 1
Powersoft Corporation	2/93	Cross	4
Praxis International Inc.	1/93	Cross, ES	4, 3, 6
PRC Inc.	7/94	Fed	6, 7
Premenos Corp.	9/92	Cross/EDI	3
Profitkey International, Inc.	6/93	DMan	3, 5
Progress Software Corporation	6/94	Cross	4
Project Software & Development, Inc.	1/93	Cross	3
Proprietary Software Systems, Inc.	11/93	Fed	6
qad.inc	6/93	DMan, PMan	3, 6
QUALCOMM Incorporated	8/94	Tran	2, 5
Quorum Legal Systems See: ASA Legal Systems Company			
Quotron Systems, Inc.	8/92	Bank, Cross/DB	2, 1
RAILINC Corporation	7/93	Trans	2
RealWorld Corporation	12/93	Cross/AC	3
Redshaw, Inc. (acquired by Delphi Information Systems)			
Retix	8/93	Cross	4
Reynolds and Reynolds Company (The)	1/93	RSal, HS	5
Ross Systems, Inc.	4/94	Cross/AC, Man	3
Santa Cruz Operation, Inc. (The)	6/93	Cross	4, 3
SAP America, Inc.	5/93	Cross/AC	3
SAS Institute Inc.	3/94	Cross/PA	3, 4
Science Applications International Corporation	12/92	Fed	6, 7
SCS/Compute, Inc.	7/92	BServ	1, 3
SEI Corporation	5/94	Bank	1, 8, 3
Shared Financial Systems, Inc. (acquired by Stratus Computer 9/93)	6/93	Bank, RSal	3, 6
Shared Medical Systems Corporation	12/94	HS	1, 3, 5
Shaw Systems Associates, Inc.	11/94	Bank	3
SHL Systemhouse Inc.	3/93	Cross	7, 6
SofTech, Inc.	10/93	Cross	6, 7
Software Publishing Corporation	9/94	Cross	3
Sprint Corporation	8/94	Cross	2

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Sterling Software, Inc.	3/94	Cross, Fed, RSal Bank	6, 8, 4 3, 2
Sterling Software EDI Group	5/92	Cross/EDI	3, 2
Sterling Software Federal Systems Group	6/92	Fed	6, 8
Sterling Software Systems Software Group	6/92	Cross	4
Stockholder Systems, Inc. (name changed to Servantis Systems, Inc.)	8/93	Bank, Util	3
St. Paul Software	1/94	DMan, Dis	3
Subscriber Computing, Inc.	2/94	Tele	3
SunGard Data Systems Inc.	11/93	Bank, Cross/DR	1, 3
Supply Tech, Inc.	3/94	Cross/EDI	4
Sybase	4/94	Cross	4, 6
Symantec Corporation	8/93	Cross/PA	3, 4
Symix Computer Systems, Inc.	4/93	DMan	5
SYSCON Corporation	5/92	Fed	6, 7, 8
Systematics Information Services, Inc.	7/94	Bank, HS, Tele	8, 3
System Software Associates, Inc.	4/94	DMan, Dis	3
Systems & Computer Technology Corporation	7/94	Educ, St, Loc, Fed	8, 3
TDS Healthcare Systems Corporation See: Systematics Information Services, Inc.			
Technalysis Corporation	9/94	Cross	6
Technology Solutions Company (TSC)	10/93	Dis, DMan, PMan, Bank, Ins	7
Telecredit, Inc. See: Equifax, Inc.			
Telerate, Inc. See: Dow Jones Telerate			
TELINK Systems, Inc.	8/93	Cross/EDI	3, 4
Terrano Corporation	5/94	HS	5
Tesseract Corporation	2/94	Cross/HR	3, 6
Timberline Software Corporation	5/94	BServ, Misc	3
Triad Systems Corporation	3/92	RSal	5
Trinzic Corporation	9/93	Cross	4
TRW Information Systems & Services	12/92	RSal, Bank	2, 7

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TSC
See: Technology Solutions Company

TSI International	7/93	Cross, EDI	3, 4
U.S. Intelco Network, Inc.	2/93	Tele	1
U S WEST Inc.	10/93	Tele, Cross	1, 2, 3, 4
Vanstar Corporation	5/94	Cross	8, 5
Walker Interactive Systems, Inc.	7/93	Cross	3
Warner Insurance Services, Inc.	3/93	Ins, Bank	8, 1
WordPerfect Corporation (acquired by Novell)	2/94	Cross/OS/PA	3
Worldwide Chain Store Systems, Inc.	11/94	Man, Dis	3
Xerox Computer Services	6/92	DMan, WSal	3

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Key to Table of Contents

Primary Markets

Industry Specific

Bank	-	Banking and finance
BServ	-	Business services (accountants, lawyers)
Dis	-	Distribution
DMan	-	Discrete manufacturing
Educ	-	Education
Fed	-	Federal government
HS	-	Health services
Ins	-	Insurance
Loc	-	Local government
Man	-	Manufacturing
PMan	-	Process manufacturing
PServ	-	Personal/consumer services
RSal	-	Retail sales
St	-	State government
Tele	-	Telecommunications
Tran	-	Transportation
Util	-	Utilities
WSal	-	Wholesale sales
Misc	-	Construction/agriculture

Cross Industry Application Solutions

AC	-	Accounting
ES	-	Engineering/scientific
ET	-	Education and training
HR	-	Human resources
OS	-	Office systems
PA	-	Planning and analysis
SA	-	Sales/marketing

Other

CASE	-	Computer-aided software engineering
COM	-	Computer output microfilm
DB	-	On-line data base services
DR	-	Disaster recovery
EDI	-	Electronic data interchange

Product/Service Offering

1 = Processing Services
2 = Network Services
3 = Applications Software Products
4 = Systems Software Products
5 = VAR/Turnkey Systems
6 = Professional Services
7 = Systems Integration
8 = Outsourcing

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Advantis	4/93	Cross	1, 2
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Aldus Corporation (merging with Adobe Systems)			
America Online, Inc.	4/94	Cross/DB	2
American Business Computer	2/94	Cross/EDI	3
American Management Systems, Inc.	7/93	Bank, Fed, Loc, Educ	6, 7
American Software, Inc.	6/93	Cross, DMan, Dis, HS	3
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Analysts International Corporation	4/94	Cross	6
Andersen Consulting	3/94	Cross	7, 6
APL Group, Inc. (The)	5/93	Cross/EDI	4
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Applied Communications, Inc.	11/92	Bank	3, 6
Arkansas Systems, Inc.	7/93	Bank, Cross	3, 4, 6
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Autodesk, Inc.	6/94	Cross/ES	3
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Bell Atlantic Corporation	8/92	Cross	6, 3, 4, 7
BellSouth Corporation	10/92	Cross	2, 6, 7
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BMC Software, Inc.	9/92	Cross	4
Boeing Information Services	4/94	Fed	6, 7
Boole & Babbage, Inc.	6/94	Cross	4
Borland International, Inc.	12/92	Cross	3, 4
Brandon Systems Corporation	2/93	Cross	6
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CCH Computax, Inc.	4/92	BServ	1
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Cincom Systems, Inc.	3/93	Cross	4, 3
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Claris Corporation	11/93	Cross	3
C.M. Computers, Inc.	2/92	HS	5
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Cognos Incorporated	7/93	Cross	4
COIN Dealership Systems, Inc.	8/92	RSal	5
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Comdisco Disaster Recovery Services, Inc.	2/93	Cross/DR	1
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Computer Task Group, Inc.	6/93	DMan, PMan, Bank	6, 7
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CompuTrac, Inc.	8/94	BServ	5
Compuware Corporation	12/92	Cross	4
Comshare, Inc.	3/93	Cross/PA	3
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Continuum Company, Inc. (The)	11/93	Ins	6, 3, 1, 8
Coopers & Lybrand	2/94	Cross	6, 7
Cordant, Inc.	7/93	Fed, DMan, PMan	7, 6
Corporate Computing International	9/94	Cross	4, 6
Corporate Software, Inc.	3/93	Cross	5
Corporate Systems, Ltd.	3/93	Cross/HR	1
Cutler-Williams, Inc.	9/93	Cross	6, 7
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Cyborg Systems, Inc.	5/93	Cross/HR	3, 6
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Dataserv, Inc.	9/92	Cross	6
Delphi Information Systems, Inc.	9/92	Ins	5
Deluxe Data Systems, Inc.	4/93	Bank, RSal	1, 2, 3
Dialog Information Services, Inc.	2/94	Cross/DB	2
Diebold, Inc.	9/92	Cross	6
DMR Group Inc.	11/92	Gov, Bank, DMan PMan, RSal, Tran	6, 7
Dow Jones Telerate	5/93	Bank/Cross	2
DST Systems, Inc.	7/93	Bank, Ins	1
Dun & Bradstreet Software	6/94	Cross/HR/AC DMan	3
Easel Corporation	5/94	Cross	4
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Effective Management Systems, Inc.	5/93	DMan, WSal	5
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FDP Corp.	4/93	Ins	3, 1
Financial Decision Systems, Inc.	8/93	Cross/AC	3, 6
First Data Corporation	6/93	Bank, HS, RSal Tele	1, 2, 3 5
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FIserv, Inc.	7/93	Bank	1, 8, 3
Friedman Associates	6/94	DMan, PMan, WSal	3
GE Computer Service, Inc.	9/92	Cross	6
GE Information Services	7/94	Bank, DMan, PMan, Cross	1, 2
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Genix Group (The)	2/94	PMan, DMan, Bank, Ins, HS	8
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Gerber Scientific, Inc.	10/93	Cross/ES, DMan PMan	5
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Global Software, Inc.	5/93	Cross/AC, HS	3
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Grumman Data Systems and Services Group	9/92	Fed	6, 7
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Health Management Systems, Inc.	6/92	HS	8
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INFO GROUP (THE)	8/93	Cross	3
Infonet Services Corporation	1/94	Cross	2
Information America, Inc.	5/94	BServ	2
Information Management Corporation	4/93	RSal	3, 6
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Informix Corporation	5/94	Cross	4, 3
Integral Systems, Inc.	2/94	Cross/AC/HR	3
Integrated Health Systems, Inc. (acquired by Wismer*Martin)	10/93	HS	3
IntelliCorp	1/92	Cross	4, 6
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Intersolv	11/92	Cross/CASE	4
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LGS Group Inc.	4/94	Cross	6, 7, 8
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Logica North America	9/94	Bank, Ins, Tele	6, 7
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Marcam Corporation	5/94	PMan	3
Martin Marietta Information Systems	9/93	Fed	6, 7, 8

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National Education Training Group	10/92	Cross/ET	6
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Oracle Corporation	5/94	Cross	4, 3
Pacific Telesis Group	6/94	Cross	2, 6, 7
Parametric Technology Corporation	2/93	DMan	3
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Pay-Fone Systems, Inc.	1/94	Cross/HR	1
PDA Engineering	1/93	Cross/ES	3
Pentamation Enterprises, Inc.	10/94	Educ, St, Loc	3, 6
PeopleSoft, Inc.	10/94	Cross/HR	3
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PRC Inc.	7/94	Fed	6, 7
Premenos Corp.	9/92	Cross/EDI	3
Profitkey International, Inc.	6/93	DMan	3, 5
Progress Software Corporation	6/94	Cross	4
Project Software & Development, Inc.	1/93	Cross	3
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qad.inc	6/93	DMan, PMan	3, 6
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SofTech, Inc.	10/93	Cross	6, 7
Software Publishing Corporation	9/94	Cross	3
Sprint Corporation	8/94	Cross	2

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Sterling Software, Inc.	3/94	Cross, Fed, RSal Bank	6, 8, 4 3, 2
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Sterling Software Federal Systems Group	6/92	Fed	6, 8
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SunGard Data Systems Inc.	11/93	Bank, Cross/DR	1, 3
Supply Tech, Inc.	3/94	Cross/EDI	4
Sybase	4/94	Cross	4, 6
Symantec Corporation	8/93	Cross/PA	3, 4
Symix Computer Systems, Inc.	4/93	DMan	5
SYSCON Corporation	5/92	Fed	6, 7, 8
Systematics Information Services, Inc.	7/94	Bank, HS, Tele	8, 3
System Software Associates, Inc.	4/94	DMan, Dis	3
Systems & Computer Technology Corporation	7/94	Educ, St, Loc, Fed	8, 3
TDS Healthcare Systems Corporation See: Systematics Information Services, Inc.			
Technalysis Corporation	9/94	Cross	6
Technology Solutions Company (TSC)	10/93	Dis, DMan, PMan, Bank, Ins	7
Telecredit, Inc. See: Equifax, Inc.			
Telerate, Inc. See: Dow Jones Telerate			
TELINK Systems, Inc.	8/93	Cross/EDI	3, 4
Terrano Corporation	5/94	HS	5
Tesseract Corporation	2/94	Cross/HR	3, 6
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Triad Systems Corporation	3/92	RSal	5
Trinzic Corporation	9/93	Cross	4
TRW Information Systems & Services	12/92	RSal, Bank	2, 7

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TSC See: Technology Solutions Company			
TSI International	7/93	Cross, EDI	3, 4
U.S. Intelco Network, Inc.	2/93	Tele	1
U S WEST Inc.	10/93	Tele, Cross	1, 2, 3, 4
Vanstar Corporation	5/94	Cross	8, 5
Walker Interactive Systems, Inc.	7/93	Cross	3
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Worldwide Chain Store Systems, Inc.	11/94	Man, Dis	3
Xerox Computer Services	6/92	DMan, WSal	3

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Key to Table of Contents

Primary Markets

Industry Specific

Bank	- Banking and finance
BServ	- Business services (accountants, lawyers)
Dis	- Distribution
DMan	- Discrete manufacturing
Educ	- Education
Fed	- Federal government
HS	- Health services
Ins	- Insurance
Loc	- Local government
Man	- Manufacturing
PMan	- Process manufacturing
PServ	- Personal/consumer services
RSal	- Retail sales
St	- State government
Tele	- Telecommunications
Tran	- Transportation
Util	- Utilities
WSal	- Wholesale sales
Misc	- Construction/agriculture

Cross Industry Application Solutions

AC	- Accounting
ES	- Engineering/scientific
ET	- Education and training
HR	- Human resources
OS	- Office systems
PA	- Planning and analysis
SA	- Sales/marketing

Other

CASE	- Computer-aided software engineering
COM	- Computer output microfilm
DB	- On-line data base services
DR	- Disaster recovery
EDI	- Electronic data interchange

Product/Service Offering

1 = Processing Services
2 = Network Services
3 = Applications Software Products
4 = Systems Software Products
5 = VAR/Turnkey Systems
6 = Professional Services
7 = Systems Integration
8 = Outsourcing

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Advantis	4/93	Cross	1, 2
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Aldus Corporation (merging with Adobe Systems)			
America Online, Inc.	4/94	Cross/DB	2
American Business Computer	2/94	Cross/EDI	3
American Management Systems, Inc.	7/93	Bank, Fed, Loc, Educ	6, 7
American Software, Inc.	6/93	Cross, DMan, Dis, HS	3
Ameritech	5/92	Cross	2, 6, 7, 3
Anacomp, Inc.	1/94	Cross/COM	1
Analysts International Corporation	4/94	Cross	6
Andersen Consulting	3/94	Cross	7, 6
APL Group, Inc. (The)	5/93	Cross/EDI	4
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Applied Communications, Inc.	11/92	Bank	3, 6
Arkansas Systems, Inc.	7/93	Bank, Cross	3, 4, 6
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Automated Concepts Incorporated	2/93	Cross	6
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Bell Atlantic Corporation	8/92	Cross	6, 3, 4, 7
BellSouth Corporation	10/92	Cross	2, 6, 7
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Boole & Babbage, Inc.	6/94	Cross	4
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Brandon Systems Corporation	2/93	Cross	6
Broadway & Seymour, Inc.	2/93	Bank	7, 3
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CACI International	2/94	Fed	6, 8
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Cadre Technologies Inc.	7/93	Cross/CASE	4
Caere Corporation	6/93	RSal/Cross	3
Calidus Systems, Inc.	5/92	DMan, PMan, RSal	3, 7
Cambar Software, Inc.	4/92	WSal, DMan	3
Cambridge Technology Partners	10/92	Ins, Tran, Tele	7
Candle Corporation	6/94	Cross	4

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CAP GEMINI AMERICA	3/93	Cross	6, 7
Cass Logistics, Inc.	9/93	DMan, PMan, Tran, Dis	1, 3
CCH Computax, Inc.	4/92	BServ	1
CCS Technology Group, Inc.	12/92	RSal, Util, Bank	3
CE Software Holdings, Inc.	6/92	Cross	3, 4
Central Point Software, Inc.	6/92	Cross	4
Cerner Corporation	5/93	HS	5
CGI Systems, Inc.	9/92	Cross/CASE	4
Cincinnati Bell Information Systems Inc.	11/93	Bank, Tele, Fed	6, 7, 3, 1
Cincom Systems, Inc.	3/93	Cross	4, 3
C.I.S. Technologies, Inc.	6/92	HS	1
Claris Corporation	11/93	Cross	3
C.M. Computers, Inc.	2/92	HS	5
CMS/DATA Corporation	10/92	BServ	5
Cognitive Systems, Inc.	12/92	Bank	6
Cognos Incorporated	7/93	Cross	4
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CompuServe Incorporated	2/94	Cross/DB	2, 3
Computer Associates International, Inc.	6/93	Cross, DMan	4, 3
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Coopers & Lybrand	2/94	Cross	6, 7
Cordant, Inc.	7/93	Fed, DMan, PMan	7, 6
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Corporate Software, Inc.	3/93	Cross	5
Corporate Systems, Ltd.	3/93	Cross/HR	1
Cutler-Williams, Inc.	9/93	Cross	6, 7
CYBERTEK Corporation (acquired by Policy Management Systems Corporation - 8/93)			
Cyborg Systems, Inc.	5/93	Cross/HR	3, 6
CyCare Systems, Inc.	5/92	HS	1, 5, 8
Dataserv, Inc.	9/92	Cross	6
Delphi Information Systems, Inc.	9/92	Ins	5
Deluxe Data Systems, Inc.	4/93	Bank, RSal	1, 2, 3
Dialog Information Services, Inc.	2/94	Cross/DB	2
Diebold, Inc.	9/92	Cross	6
DMR Group Inc.	11/92	Gov, Bank, DMan PMan, RSal, Tran	6, 7
Dow Jones Telerate	5/93	Bank/Cross	2
DST Systems, Inc.	7/93	Bank, Ins	1
Dun & Bradstreet Software	6/94	Cross/HR/AC DMan	3
Easel Corporation	5/94	Cross	4
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ELCOMP Systems, Inc.	11/93	HS	5
Electronic Data Systems Corporation	5/93	Bank, Ins, Fed St, DMan, Tele	1, 6, 7, 8
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Grumman Data Systems and Services Group	9/92	Fed	6, 7
GSI Transcomm	8/92	Cross/AC	3, 6
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Health Data Sciences Corporation	12/93	HS	5
Health Management Systems, Inc.	6/92	HS	8
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IBM Integrated Systems Solutions Corporation	5/93	Bank, Ins, HS, Dis, Tran, Man, Tele, Util	8, 7, 1
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IMRS Inc.	1/93	Cross/PA	3
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Infonet Services Corporation	1/94	Cross	2
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Information Management Corporation	4/93	RSal	3, 6
Information Resources, Inc.	3/93	DMan, Dis	1, 2

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Informix Corporation	5/94	Cross	4, 3
Integral Systems, Inc.	2/94	Cross/AC/HR	3
Integrated Health Systems, Inc. (acquired by Wismer*Martin)	10/93	HS	3
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Interleaf, Inc.	11/92	Cross/SA	3
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Intersolv	11/92	Cross/CASE	4
Intuit Inc.	2/93	PServ/Cross	3
ISM Information Systems Management Corporation	7/94	Fed, St, Bank	8, 7, 1, 2
Jack Henry & Associates, Inc.	12/93	Bank	5
J.D. Edwards & Company	11/93	Cross/AC/HR	3
JWP Information Services	10/92	Cross	6
Keane, Inc.	6/92	Cross	6
KnowledgeWare, Inc. (acquired by Sterling Software)			
Landmark Systems Corporation	10/93	Cross	4
Lante Corporation	9/94	Cross	6
Lawson Software	1/93	Cross/AC/HR	3, 6
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Lomas Information Systems	12/93	Bank	1, 3
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MacNeal-Schwendler Corporation (The)	6/93	Cross/ES	3
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Mozart Systems Corporation	7/93	Cross	4
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MUST Software International	9/94	Cross	4
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National Distributor Systems, Inc.	3/92	WSal	5
National Education Training Group	10/92	Cross/ET	6
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Policy Management Systems Corporation	5/92	Ins	1, 3
Power Computing Company	5/94	Cross	8, 6, 1
Powersoft Corporation	2/93	Cross	4
Praxis International Inc.	1/93	Cross, ES	4, 3, 6
PRC Inc.	7/94	Fed	6, 7
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Proprietary Software Systems, Inc.	11/93	Fed	6
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Quality Systems, Inc.	7/92	HS	5
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RAILINC Corporation	7/93	Trans	2
RealWorld Corporation	12/93	Cross/AC	3
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Reynolds and Reynolds Company (The)	1/93	RSal, HS	5
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Santa Cruz Operation, Inc. (The)	6/93	Cross	4, 3
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Sprint Corporation	8/94	Cross	2
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Ashton-Tate See: Borland International			
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BSG Corporation	7/94	PMan, Ins, Tele, Tran	6, 7
CACI International	2/94	Fed	6, 8
Cadence Design Systems, Inc.	5/93	Cross/ES	3
Cadre Technologies Inc.	7/93	Cross/CASE	4
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Cambar Software, Inc.	4/92	WSal, DMan	3

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CAP GEMINI AMERICA	3/93	Cross	6, 7
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CGI Systems, Inc.	9/92	Cross/CASE	4
Cincinnati Bell Information Systems Inc.	11/93	Bank, Tele, Fed	6, 7, 3, 1
Cincom Systems, Inc.	3/93	Cross	4, 3
C.I.S. Technologies, Inc.	6/92	HS	1
Claris Corporation	11/93	Cross	3
C.M. Computers, Inc.	2/92	HS	5
CMS/DATA Corporation	10/92	BServ	5
Cognitive Systems, Inc.	12/92	Bank	6
Cognos Incorporated	7/93	Cross	4
COIN Dealership Systems, Inc.	8/92	RSal	5
Comdata Holdings Corporation	9/92	Tran, RSal, PServ	1, 2
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Communications Software, Inc.	7/93	Tele	5
CompuServe Incorporated	2/94	Cross/DB	2, 3
Computer Associates International, Inc.	6/93	Cross, DMan	4, 3
Computer Horizons Corp.	8/94	DMan, PMan, Tele, Bank	6, 7
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Continuum Company, Inc. (The)	11/93	Ins	6, 3, 1, 8
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Corporate Systems, Ltd.	3/93	Cross/HR	1
Credit Card Software, Inc. See: CCS Technology Group, Inc.			
CROSS ACCESS Corporation	12/92	Cross	4
Cutler-Williams, Inc.	9/93	Cross	6, 7
CYBERTEK Corporation (acquired by Policy Management Systems Corporation - 8/93)	8/92	Ins	3, 1
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DMR Group Inc.	11/92	Gov, Bank, DMan PMan, RSal, Tran	6, 7
Dow Jones Telerate	5/93	Bank/Cross	2
DST Systems, Inc.	7/93	Bank, Ins	1
Dun & Bradstreet Software	6/94	Cross/HR/AC DMan	3
Easel Corporation	5/94	Cross	4
EDI, Inc. See: TELINK Systems, Inc.			
Effective Management Systems, Inc.	5/93	DMan, WSal	5
ELCOMP Systems, Inc.	11/93	HS	5
Electronic Data Systems Corporation	5/93	Bank, Ins, Fed St, DMan, Tele	1, 6, 7, 8
ENVOY Corporation	5/92	Bank, RSal	1
Equifax Inc.	6/94	Ins, Bank, RSal	1, 2, 3
FDP Corp.	4/93	Ins	3, 1

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Financial Decision Systems, Inc.	8/93	Cross/AC	3, 6
First Data Corporation	6/93	Bank, HS, RSal Tele	1, 2, 3 5
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First Financial Management Corporation	6/93	Bank	1, 2
FIserv, Inc.	7/93	Bank	1, 8, 3
Friedman Associates	6/94	DMan, PMan, WSal	3
GE Computer Service, Inc.	9/92	Cross	6
GE Information Services	7/94	Bank, DMan, PMan, Cross	1, 2
GENESYS Software Systems, Inc.	12/92	Cross/HR	3
Genix Group (The)	2/94	PMan, DMan, Bank, Ins, HS	8
GeoVision Corporation	8/92	Cross/ES	3
Gerber Alley See: First Data Corporation			
Gerber Scientific, Inc.	10/93	Cross/ES, DMan PMan	5
Global Information Systems Technology, Inc.	3/92	Cross/ET	3, 5, 7
Global Software, Inc.	5/93	Cross/AC, HS	3
Goal Systems International Inc. See: LEGENT Corporation			
Grumman Data Systems and Services Group	9/92	Fed	6, 7
GSI Transcomm	8/92	Cross/AC	3, 6
Gupta Corporation	3/93	Cross	4
HBO & Company	7/93	HS	5, 1, 6
Health Data Sciences Corporation	12/93	HS	5
Health Management Systems, Inc.	6/92	HS	8
Hogan Systems, Inc.	11/93	Bank	3, 6
Holland Systems Corporation	7/92	Cross/CASE	4
IBAX Healthcare Systems (acquired by HBO & Company)	4/92	HS	3
IBM Information Network See: Advantis			
IBM Integrated Systems Solutions Corporation	5/93	Bank, Ins, HS, Dis, Tran, Man, Tele, Util	8, 7, 1

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IMREX Computer Systems, Inc.	7/93	WSal, RSal, DMan	3, 6
IMRS Inc.	1/93	Cross/PA	3
INFO GROUP (THE)	8/93	Cross	3
Infonet Services Corporation	1/94	Cross	2
Information America, Inc.	5/94	BServ	2
Information Management Corporation	4/93	RSal	3, 6
Information Resources, Inc.	3/93	DMan, Dis	1, 2
Information Systems of America, Inc. See: SunGard Data Systems			
Informix Corporation	5/94	Cross	4, 3
Integral Systems, Inc.	2/94	Cross/AC/HR	3
Integrated Health Systems, Inc. (acquired by Wismer*Martin)	10/93	HS	3
IntelliCorp	1/92	Cross	4, 6
Intelogic Trace, Inc.	3/93	Cross	6
Intergraph Corporation	4/93	Cross/ES	5
Interleaf, Inc.	11/92	Cross/SA	3
Intermetrics, Inc.	7/92	Fed	6
Intersolv	11/92	Cross/CASE	4
Intuit Inc.	2/93	PServ/Cross	3
ISM Information Systems Management Corporation	7/94	Fed, St, Bank	8, 7, 1, 2
Jack Henry & Associates, Inc.	12/93	Bank	5
J.D. Edwards & Company	11/93	Cross/AC/HR	3
JWP Information Services	10/92	Cross	6
Keane, Inc.	6/92	Cross	6
KnowledgeWare, Inc.	3/92	Cross/CASE	4
Landmark Systems Corporation	10/93	Cross	4
Lawson Software	1/93	Cross/AC/HR	3, 6
Learning Group International, Inc.	3/93	Cross/ET	6
LEGENT Corporation	9/93	Cross	4
LGS Group Inc.	4/94	Cross	6, 7, 8
Liant Software Corporation	6/94	Cross	4
Litton Computer Services	12/92	Fed, Cross	1, 6, 7
Logica Data Architects, Inc.	1/91	Bank, Ins, Tele	6, 3
Logicon, Inc.	7/93	Fed	6
Lomas Information Systems	12/93	Bank	1, 3

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Loral Corporation	10/92	Fed	6, 7, 8
Lotus Development Corporation	2/94	Cross	3
MacNeal-Schwendler Corporation (The)	6/93	Cross/ES	3
Madic-Compufact Corporation	11/93	DMan	5, 6
Manatron, Inc.	9/92	St, Loc	5, 3
Marcam Corporation	5/94	PMan	3
Martin Marietta Information Systems	9/93	Fed	6, 7, 8
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May & Speh, Inc.	6/92	Cross	1
Mead Data Central	6/94	Cross/DB	2
Media Cybernetics, Inc.	12/93	Cross	3, 4
Medical Information Technology, Inc. (MEDITECH)	8/94	HS	3
MEDSTAT Systems, Inc.	3/92	HS	2, 6
Mentor Graphics Corporation	10/93	Cross/ES/SA	5, 3
Micro Healthsystems, Inc.	1/92	HS	3, 5
Microsoft Corporation	4/94	Cross/OS	3, 4
M&I Data Services, Inc.	12/93	Bank	1, 3, 8
Mozart Systems Corporation	7/93	Cross	4
MPACT EDI Systems	3/93	DMan, RSal, Tran	4
Mutual Services Inc.	2/92	Bank	1, 2
National Data Corporation	12/92	RSal, Bank, HS	1, 2, 5
National Distributor Systems, Inc.	3/92	WSal	5
National Education Training Group	10/92	Cross/ET	6
Network Computing Corporation	10/92	Util, Loc	3, 5, 1
Network Equipment Technologies, Inc.	9/93	Cross	4
Network Management, Inc. See: NMI			
Newtrend	7/93	Bank	1, 3, 8
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Octel Communications Corporation	12/92	Cross	5, 2
Oracle Corporation	5/94	Cross	4, 3
Pacific Telesis Group	6/94	Cross	2, 6, 7
Parametric Technology Corporation	2/93	DMan	3
Paychex, Inc.	12/93	Cross/HR	1
Pay-Fone Systems, Inc.	1/94	Cross/HR	1

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PDA Engineering	1/93	Cross/ES	3
Pentamation Enterprises, Inc.	4/92	Educ, St, Loc	3, 5, 7
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Perot Systems Corporation	9/92	Bank, Ins, Man	6, 7, 8
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Pilot Executive Software	3/92	Cross/PA	3
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Powersoft Corporation	2/93	Cross	4
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Progress Software Corporation	6/94	Cross	4
Project Software & Development, Inc.	1/93	Cross	3
Proprietary Software Systems, Inc.	11/93	Fed	6
qad.inc	6/93	DMan, PMan	3, 6
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Quality Systems, Inc.	7/92	HS	5
Quorum Legal Systems See: ASA Legal Systems Company			
Quotron Systems, Inc.	8/92	Bank, Cross/DB	2, 1
RAILINC Corporation	7/93	Trans	2
RealWorld Corporation	12/93	Cross/AC	3
Redshaw, Inc. (acquired by Delphi Information Systems)			
Retix	8/93	Cross	4
Reynolds and Reynolds Company (The)	1/93	RSal, HS	5
Ross Systems, Inc.	4/94	Cross/AC, Man	3
Santa Cruz Operation, Inc. (The)	6/93	Cross	4, 3
SAP America, Inc.	5/93	Cross/AC	3
SAS Institute Inc.	3/94	Cross/PA	3, 4
Science Applications International Corporation	12/92	Fed	6, 7

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Shared Financial Systems, Inc. (acquired by Stratus Computer 9/93)	6/93	Bank, RSal	3, 6
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SHL Systemhouse Inc.	3/93	Cross	7, 6
SofTech, Inc.	10/93	Cross	6, 7
Software Publishing Corporation	3/92	Cross/OS	3
Sprint Corporation	8/94	Cross	2
Sterling Software, Inc.	3/94	Cross, Fed, RSal Bank	6, 8, 4 3, 2
Sterling Software EDI Group	5/92	Cross/EDI	3, 2
Sterling Software Federal Systems Group	6/92	Fed	6, 8
Sterling Software Systems Software Group	6/92	Cross	4
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St. Paul Software	1/94	DMan, Dis	3
Subscriber Computing, Inc.	2/94	Tele	3
SunGard Data Systems Inc.	11/93	Bank, Cross/DR	1, 3
Supply Tech, Inc.	3/94	Cross/EDI	4
Sybase	4/94	Cross	4, 6
Symantec Corporation	8/93	Cross/PA	3, 4
Symix Computer Systems, Inc.	4/93	DMan	5
Synercom Technology, Inc.	5/93	Cross/ES	3
SYSCON Corporation	5/92	Fed	6, 7, 8
Systematics Information Services, Inc.	7/94	Bank, HS, Tele	8, 3
System Integrators, Inc.	4/92	PMan	5
System Software Associates, Inc.	4/94	DMan, Dis	3
Systems & Computer Technology Corporation	7/94	Educ, St, Loc, Fed	8, 3
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Technalysis Corporation	7/92	Cross	6

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Telerate, Inc. See: Dow Jones Telerate			
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Tesseract Corporation	2/94	Cross/HR	3, 6
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Trax Softworks, Inc.	10/92	Cross/PA	3
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Primary Markets

Industry Specific

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BServ	-	Business services (accountants, lawyers)
Dis	-	Distribution
DMan	-	Discrete manufacturing
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HS	-	Health services
Ins	-	Insurance
Loc	-	Local government
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PMan	-	Process manufacturing
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Misc	-	Construction/agriculture

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AC	-	Accounting
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PA	-	Planning and analysis
SA	-	Sales/marketing

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DB	-	On-line data base services
DR	-	Disaster recovery
EDI	-	Electronic data interchange

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3 = Applications Software Products
4 = Systems Software Products
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7 = Systems Integration
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Effective Management Systems, Inc.	5/93	DMan, WSal	5
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GE Information Services	7/94	Bank, DMan, PMan, Cross	1, 2
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IBM Information Network See: Advantis			

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Intersolv	11/92	Cross/CASE	4
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Pay-Fone Systems, Inc.	1/94	Cross/HR	1
PDA Engineering	1/93	Cross/ES	3
Pentamation Enterprises, Inc.	4/92	Educ, St, Loc	3, 5, 7
PeopleSoft, Inc.	6/93	Cross/HR	3
Perot Systems Corporation	9/92	Bank, Ins, Man	6, 7, 8
Physicians Practice Management	3/93	HS	3
Pilot Executive Software	3/92	Cross/PA	3
PKS Information Services, Inc.	6/92	Cross	8
Platinum Software Corporation	6/94	Cross	3
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Progress Software Corporation	6/94	Cross	4
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RealWorld Corporation	12/93	Cross/AC	3
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Retix	8/93	Cross	4
Reynolds and Reynolds Company (The)	1/93	RSal, HS	5
Ross Systems, Inc.	4/94	Cross/AC, Man	3

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Santa Cruz Operation, Inc. (The)	6/93	Cross	4, 3
SAP America, Inc.	5/93	Cross/AC	3
SAS Institute Inc.	3/94	Cross/PA	3, 4
Science Applications International Corporation	12/92	Fed	6, 7
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St. Paul Software	1/94	DMan, Dis	3
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Telecredit, Inc. See: Equifax, Inc.			
Telerate, Inc. See: Dow Jones Telerate			
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Terrano Corporation	5/94	HS	5
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Ins	- Insurance
Loc	- Local government
Man	- Manufacturing
Med	- Medical
PMan	- Process manufacturing
PServ	- Personal/consumer services
RDis	- Retail distribution
St	- State government
Tele	- Telecommunications
Tran	- Transportation
Util	- Utilities
WDis	- Wholesale distribution
Misc	- Construction/agriculture

Cross Industry Application Solutions

AC	- Accounting
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CASE	- Computer-aided software engineering
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American Software, Inc.	6/93	Cross, DMan, Dis, Med	3
Ameritech	5/92	Cross	2, 6, 7, 3
Anacomp, Inc.	1/94	Cross/COM	1
Analysts International Corporation	4/94	Cross	6
Andersen Consulting	3/94	Cross	7, 6
APL Group, Inc. (The)	5/93	Cross/EDI	4
Applied Business Technologies, Inc.	7/93	Edu	3
Applied Communications, Inc.	11/92	Bank	3, 6

Applied Learning International, Inc. See: National Education Training Group			
Arkansas Systems, Inc.	7/93	Bank, Cross	3, 4, 6
ASA International Ltd.	5/92	DMan, Dis, Tran	5
ASA Legal Systems Company, Inc.	7/93	BServ	5
Ashton-Tate See: Borland International			
ASK Group, Inc. (The)	2/93	DMan, PMan, Cross	3, 4, 5
Autodesk, Inc.	9/93	Cross/ES	3
AutoInfo, Inc.	3/92	RDis	2, 5
Automated Concepts Incorporated	2/93	Cross	6
Automatic Data Processing, Inc.	5/93	Cross/HR, AC	1, 2
Auto-trol Technology Corporation	9/93	Cross/ES	5, 7
Avalon Software, Inc.	5/94	DMan, PMan, Dis	3
Bachman Information Systems, Inc.	2/94	Cross/CASE	4
Barrister Information Systems Corporation	10/93	BServ	5
BDM Holdings, Inc.	7/92	Fed	6
Bell Atlantic Business Systems Services	10/92	Cross	6
Bell Atlantic Corporation	8/92	Cross	6, 3, 4, 7
BellSouth Corporation	10/92	Cross	2, 6, 7
BGS Systems, Inc.	11/93	Cross	4
BISYS Group, Inc. (The)	1/94	Bank	1
BMC Software, Inc.	9/92	Cross	4
Boeing Information Services	4/94	Fed	6, 7
Boole & Babbage, Inc.	5/92	Cross	4
Borland International, Inc.	12/92	Cross	3, 4
Brandon Systems Corporation	2/93	Cross	6
Broadway & Seymour, Inc.	2/93	Bank	7, 3
Broderbund Software, Inc.	2/92	Cross/PServ	3
Business Systems Group, Inc. (BSG)	2/94	Cross	6, 7
CACI International	2/94	Fed	6, 8
Cadence Design Systems, Inc.	5/93	Cross/ES	3
Cadre Technologies Inc.	7/93	Cross/CASE	4
Caere Corporation	6/93	RDis/Cross	3
Calidus Systems, Inc.	5/92	DMan, PMan, RDis	3, 7

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Candle Corporation	4/92	Cross	4
CAP GEMINI AMERICA	3/93	Cross	6, 7
Cass Logistics, Inc.	9/93	DMan, PMan, Tran, Dis	1, 3
CCH Computax, Inc.	4/92	BServ	1
CCS Technology Group, Inc.	12/92	RDis, Util, Bank	3
CE Software Holdings, Inc.	6/92	Cross	3, 4
Centel Federal Systems, Inc. See: Cordant, Inc.			
Central Point Software, Inc.	6/92	Cross	4
Cerner Corporation	5/93	Med	5
CGI Systems, Inc.	9/92	Cross/CASE	4
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Cincom Systems, Inc.	3/93	Cross	4, 3
C.I.S. Technologies, Inc.	6/92	Med	1
Claris Corporation	11/93	Cross	3
C.M. Computers, Inc.	2/92	Med	5
CMS/DATA Corporation	10/92	BServ	5
Cognitive Systems, Inc.	12/92	Bank	6
Cognos Incorporated	7/93	Cross	4
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COIN Dealership Systems, Inc.	8/92	RDis	5
Comdata Holdings Corporation	9/92	Tran, RDis, PServ	1, 2
Comdisco Disaster Recovery Services, Inc.	2/93	Cross/DR	1
Communications Software, Inc.	7/93	Tele	5
CompuServe Incorporated	2/94	Cross/DB	2, 3
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Computer Horizons Corp.	8/93	DMan, PMan, Tele, Bank	6, 7
Computer Language Research, Inc.	6/93	BServ, Cross	1, 3
Computer Power Group	3/92	Cross	6, 7
Computer Sciences Corporation	12/93	Fed, Man, Bank, Ins	6, 7, 8

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CompuTrac, Inc.	12/92	BServ	5
Compuware Corporation	12/92	Cross	4
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Corporate Systems, Ltd.	3/93	Cross/HR	1
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CROSS ACCESS Corporation	12/92	Cross	4
Cutler-Williams, Inc.	9/93	Cross	6, 7
CYBERTEK Corporation (acquired by Policy Management Systems Corporation - 8/93)	8/92	Ins	3, 1
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CyCare Systems, Inc.	5/92	Med	1, 5, 8
Dataserv, Inc.	9/92	Cross	6
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Deluxe Data Systems, Inc.	4/93	Bank, RDis	1, 2, 3
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Diebold, Inc.	9/92	Cross	6
DMR Group Inc.	11/92	Gov, Bank, DMan PMan, RDis, Tran	6, 7
Dow Jones Telerate	5/93	Bank/Cross	2
DST Systems, Inc.	7/93	Bank, Ins	1
Dun & Bradstreet Software Services, Inc.	12/91	Cross/HR/AC DMan	3
Easel Corporation	5/94	Cross	4
EDI, Inc. See: TELINK Systems, Inc.			
Effective Management Systems, Inc.	5/93	DMan, WDis	5
ELCOMP Systems, Inc.	11/93	Med	5

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ENVOY Corporation	5/92	Bank, RDis	1
Equifax Inc.	8/92	Ins, Bank, RDis	1, 2, 3
FDP Corp.	4/93	Ins	3, 1
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First Data Corporation	6/93	Bank, Med, RDis Tele	1, 2, 3 5
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First Financial Management Corporation	6/93	Bank	1, 2
FIserv, Inc.	7/93	Bank	1, 8, 3
Friedman & Associates, Inc.	5/92	DMan, PMan, WDis	3
GE Computer Service, Inc.	9/92	Cross	6
GE Information Services	12/91	Bank, DMan, PMan, Cross	1, 2
GENESYS Software Systems, Inc.	12/92	Cross/HR	3
Genix Group (The)	2/94	PMan, DMan, Bank, Ins, Med	8
GeoVision Corporation	8/92	Cross/ES	3
Gerber Alley See: First Data Corporation			
Gerber Scientific, Inc.	10/93	Cross/ES, DMan PMan	5
Global Information Systems Technology, Inc.	3/92	Cross/ET	3, 5, 7
Global Software, Inc.	5/93	Cross/AC, Med	3
Goal Systems International Inc. See: LEGENT Corporation			
Grumman Data Systems and Services Group	9/92	Fed	6, 7
GSI Transcomm	8/92	Cross/AC	3, 6
Gupta Corporation	3/93	Cross	4
HBO & Company	7/93	Med	5, 1, 6
Health Data Sciences Corporation	12/93	Med	5
Health Management Systems, Inc.	6/92	Med	8
Hogan Systems, Inc.	11/93	Bank	3, 6
Holland Systems Corporation	7/92	Cross/CASE	4
IBAX Healthcare Systems	4/92	Med	3

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IBM Information Network See: Advantis			
IBM Integrated Systems Solutions Corporation	5/93	Bank, Ins, Med, Dis, Tran, Man, Tele, Util	8, 7, 1
IMREX Computer Systems, Inc.	7/93	WDis, RDis, DMan	3, 6
IMRS Inc.	1/93	Cross/PA	3
INFO GROUP (THE)	8/93	Cross	3
Infonet Services Corporation	1/94	Cross	2
Information America, Inc.	5/94	BServ	2
Information Builders, Inc.	5/91	Cross	4, 3, 6
Information Management Corporation	4/93	RDis	3, 6
Information Resources, Inc.	3/93	DMan, Dis	1, 2
Information Systems of America, Inc. See: SunGard Data Systems			
Informix Corporation	5/94	Cross	4, 3
Ingres Corporation See: (The) ASK Companies			
Integral Systems, Inc.	2/94	Cross/AC/HR	3
Integrated Health Systems, Inc. (acquired by Wismer*Martin)	10/93	Med	3
IntelliCorp	1/92	Cross	4, 6
Intelogic Trace, Inc.	3/93	Cross	6
Intergraph Corporation	4/93	Cross/ES	5
Interleaf, Inc.	11/92	Cross/SA	3
Intermetrics, Inc.	7/92	Fed	6
Intersolv	11/92	Cross/CASE	4
Intuit Inc.	2/93	PServ/Cross	3
ISM Information Systems Management Corporation	8/93	Fed, St, Bank	8, 7, 1, 2
Jack Henry & Associates, Inc.	12/93	Bank	5
J.D. Edwards & Company	11/93	Cross/AC/HR	3
JWP Information Services	10/92	Cross	6
Keane, Inc.	6/92	Cross	6
KnowledgeWare, Inc.	3/92	Cross/CASE	4
Landmark Systems Corporation	10/93	Cross	4
Lawson Associates See: Lawson Software			
Lawson Software	1/93	Cross/AC/HR	3, 6

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Learning Group International, Inc.	3/93	Cross/ET	6
Learning Tree International See: Learning Group International			
LEGENT Corporation	9/93	Cross	4
LGS Group Inc.	4/94	Cross	6, 7, 8
Liant Software Corporation	2/93	Cross	4
Litton Computer Services	12/92	Fed, Cross	1, 6, 7
Logica Data Architects, Inc.	1/91	Bank, Ins, Tele	6, 3
Logicon, Inc.	7/93	Fed	6
Lomas Information Systems	12/93	Bank	1, 3
Loral Corporation	10/92	Fed	6, 7, 8
Lotus Development Corporation	2/94	Cross	3
MacNeal-Schwendler Corporation (The)	6/93	Cross/ES	3
Madic-Compufact Corporation	11/93	DMan	5, 6
Manatron, Inc.	9/92	St, Loc	5, 3
Marcam Corporation	5/94	PMan	3
Martin Marietta Information Systems	9/93	Fed	6, 7, 8
Manugistics, Inc.	6/93	Cross	3, 4
May & Speh, Inc.	6/92	Cross	1
Mead Data Central	3/93	Cross/DB	2
Media Cybernetics, Inc.	12/93	Cross	3, 4
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MEDSTAT Systems, Inc.	3/92	Med	2, 6
Mellon Bank Fee-Based Services	11/92	Bank	1, 3
Mentor Graphics Corporation	10/93	Cross/ES/SA	5, 3
Micro Healthsystems, Inc.	1/92	Med	3, 5
Microsoft Corporation	4/94	Cross/OS	3, 4
M&I Data Services, Inc.	12/93	Bank	1, 3, 8
Mozart Systems Corporation	7/93	Cross	4
MPACT EDI Systems	3/93	DMan, RDis, Tran	4
Mutual Services Inc.	2/92	Bank	1, 2
National Data Corporation	12/92	RDis, Bank, Med	1, 2, 5
National Distributor Systems, Inc.	3/92	WDis	5
National Education Training Group	10/92	Cross/ET	6
Network Computing Corporation	10/92	Util, Loc	3, 5, 1
Network Equipment Technologies, Inc.	9/93	Cross	4

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Network Management, Inc. See: NMI			
Newtrend	7/93	Bank	1, 3, 8
Neuron Data, Inc.	11/91	Cross	4
NMI	10/92	St, Fed, Cross	6, 7, 8
Novell, Inc.	5/94	Cross	4
Octel Communications Corporation	12/92	Cross	5, 2
Oracle Corporation	5/94	Cross	4, 3
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Parametric Technology Corporation	2/93	DMan	3
Paychex, Inc.	12/93	Cross/HR	1
Pay-Fone Systems, Inc.	1/94	Cross/HR	1
PDA Engineering	1/93	Cross/ES	3
Pentamation Enterprises, Inc.	4/92	Educ, St, Loc	3, 5, 7
PeopleSoft, Inc.	6/93	Cross/HR	3
Perot Systems Corporation	9/92	Bank, Ins, Man	6, 7, 8
Physicians Practice Management	3/93	Med	3
Pilot Executive Software	3/92	Cross/PA	3
PKS Information Services, Inc.	6/92	Cross	8
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Powersoft Corporation	2/93	Cross	4
Praxis International Inc.	1/93	Cross, ES	4, 3, 6
PRC Inc.	3/92	Fed	6, 7
Precision Visuals, Inc. (merged with IMSL, Inc. to form Visual Numerics)	4/92	Cross/ES	3, 6
Premenos Corp.	9/92	Cross/EDI	3
Profitkey International, Inc.	6/93	DMan	3, 5
Progress Software Corporation	5/92	Cross	4
Project Software & Development, Inc.	1/93	Cross	3
Proprietary Software Systems, Inc.	11/93	Fed	6
qad.inc	6/93	DMan, PMan	3, 6
Quality Systems, Inc.	7/92	Med	5
Quorum Legal Systems See: ASA Legal Systems Company			
Quotron Systems, Inc.	8/92	Bank, Cross/DB	2, 1

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RAILINC Corporation	7/93	Trans	2
RealWorld Corporation	12/93	Cross/AC	3
Redshaw, Inc. (acquired by Delphi Information Systems)			
Retix	8/93	Cross	4
Reynolds and Reynolds Company (The)	1/93	RDis, Med	5
Ross Systems, Inc.	4/94	Cross/AC, Man	3
Santa Cruz Operation, Inc. (The)	6/93	Cross	4, 3
SAP America, Inc.	5/93	Cross/AC	3
SAS Institute Inc.	3/94	Cross/PA	3, 4
Science Applications International Corporation	12/92	Fed	6, 7
SCS/Compute, Inc.	7/92	BServ	1, 3
SEI Corporation	5/94	Bank	1, 8, 3
Shared Financial Systems, Inc. (acquired by Stratus Computer 9/93)	6/93	Bank, RDis	3, 6
Shared Medical Systems Corporation	7/92	Med	1, 3, 5
SHL Systemhouse Inc.	3/93	Cross	7, 6
SofTech, Inc.	10/93	Cross	6, 7
Software Publishing Corporation	3/92	Cross/OS	3
Sprint Corporation	10/92	Cross	2
SPSS Inc.	3/91	Cross/ES	3
Sterling Software, Inc.	3/94	Cross, Fed, RDis Bank	6, 8, 4 3, 2
Sterling Software EDI Group	5/92	Cross/EDI	3, 2
Sterling Software Federal Systems Group	6/92	Fed	6, 8
Sterling Software Systems Software Group	6/92	Cross	4
STM Systems Corp. See: ISM			
Stockholder Systems, Inc. (name changed to Servantis Systems, Inc.)	8/93	Bank, Util	3
St. Paul Software	1/94	DMan, Dis	3
Subscriber Computing, Inc.	2/94	Tele	3
SunGard Data Systems Inc.	11/93	Bank, Cross/DR	1, 3
Supply Tech, Inc.	3/94	Cross/EDI	4
Sybase	4/94	Cross	4, 6

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Symantec Corporation	8/93	Cross/PA	3, 4
Symix Computer Systems, Inc.	4/93	DMan	5
Synercom Technology, Inc.	5/93	Cross/ES	3
SYSCON Corporation	5/92	Fed	6, 7, 8
Systematics, Inc.	4/92	Bank	8, 3
System Integrators, Inc.	4/92	PMan	5
System Software Associates, Inc.	4/94	DMan, Dis	3
Systems & Computer Technology Corporation	3/92	Educ, St, Loc, Fed	8, 3
Systems Center, Inc. (acquired by Sterling Software)	6/92	Cross	4
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Technalysis Corporation	7/92	Cross	6
Technology Solutions Company (TSC)	10/93	Dis, DMan, PMan, Bank, Ins	7
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Telerate, Inc. See: Dow Jones Telerate			
TELINK Systems, Inc.	8/93	Cross/EDI	3, 4
Terrano Corporation	5/94	Med	5
Tesseract Corporation	2/94	Cross/HR	3, 6
Timberline Software Corporation	5/94	BServ, Misc	3
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Trax Softworks, Inc.	10/92	Cross/PA	3
Triad Systems Corporation	3/92	RDis	5
Trinzic Corporation	9/93	Cross	4
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TSI International	7/93	Cross, EDI	3, 4
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U S WEST Inc.	10/93	Tele, Cross	1, 2, 3, 4
Vanstar Corporation	5/94	Cross	8, 5
VMARK Software, Inc.	6/92	Cross	4
Walker Interactive Systems, Inc.	7/93	Cross	3
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WordPerfect Corporation (acquisition by Novell pending)	2/94	Cross/OS/PA	3
WordStar International Incorporated (acquired with Spinnaker by SoftKey Software Products Inc.)	4/92	Cross/OS	3
Xerox Computer Services	6/92	DMan, WDis	3
Xyvision, Inc.	10/92	Cross/SA	3

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Primary Markets

Industry Specific

Bank	- Banking and finance
BServ	- Services (accountants, lawyers)
Dis	- Distribution
DMan	- Discrete manufacturing
Educ	- Education
Fed	- Federal government
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Loc	- Local government
Man	- Manufacturing
Med	- Medical
PMan	- Process manufacturing
PServ	- Personal/consumer services
RDis	- Retail distribution
St	- State government
Tele	- Telecommunications
Tran	- Transportation
Util	- Utilities
WDis	- Wholesale distribution
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Cross Industry Application Solutions

AC	- Accounting
ES	- Engineering/scientific
ET	- Education and training
HR	- Human resources
OS	- Office systems
PA	- Planning and analysis
SA	- Sales/marketing/other

Other

CASE	- Computer-aided software engineering
COM	- Computer output microfilm
DB	- On-line data base services
DR	- Disaster recovery
EDI	- Electronic data interchange

Product/Service Offering

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3 = Applications Software
4 = Systems Software
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6 = Professional Services
7 = Systems Integration
8 = Systems Operations

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Aldus Corporation	6/92	Cross/OS	3
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American Business Computer	2/94	Cross/EDI	3
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CAP GEMINI AMERICA	3/93	Cross	6, 7
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Computer Task Group, Inc.	6/93	DMan, PMan, Bank	6, 7

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CompuTrac, Inc.	12/92	BServ	5
Compuware Corporation	12/92	Cross	4
Comshare, Inc.	3/93	Cross/PA	3
Concord Computing Corporation	2/92	RDis, Bank, Tran	1, 2
Consilium, Inc.	3/92	DMan, PMan	3
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Cordant, Inc.	7/93	Fed, DMan, PMan	7, 6
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Corporate Systems, Ltd.	3/93	Cross/HR	1
Credit Card Software, Inc. See: CCS Technology Group, Inc.			
CROSS ACCESS Corporation	12/92	Cross	4
Cutler-Williams, Inc.	9/93	Cross	6, 7
CYBERTEK Corporation (acquired by Policy Management Systems Corporation - 8/93)	8/92	Ins	3, 1
Cyborg Systems, Inc.	5/93	Cross/HR	3, 6
CyCare Systems, Inc.	5/92	Med	1, 5, 8
Dataserv, Inc.	9/92	Cross	6
Delphi Information Systems, Inc.	9/92	Ins	5
Deluxe Data Systems, Inc.	4/93	Bank, RDis	1, 2, 3
Dialog Information Services, Inc.	2/94	Cross/DB	2
Diebold, Inc.	9/92	Cross	6
DMR Group Inc.	11/92	Gov, Bank, DMan PMan, RDis, Tran	6, 7
Dow Jones Telerate	5/93	Bank/Cross	2
DST Systems, Inc.	7/93	Bank, Ins	1
Dun & Bradstreet Software Services, Inc.	12/91	Cross/HR/AC DMan	3
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EDI, Inc. See: TELINK Systems, Inc.			
Effective Management Systems, Inc.	5/93	DMan, WDis	5
ELCOMP Systems, Inc.	11/93	Med	5
Electronic Data Systems Corporation	5/93	Bank, Ins, Fed St, DMan, Tele	1, 6, 7, 8

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Elke Corporation See: System Software Associates (acquired 8/93)			
ENVOY Corporation	5/92	Bank, RDis	1
Equifax Inc.	8/92	Ins, Bank, RDis	1, 2, 3
FDP Corp.	4/93	Ins	3, 1
Financial Decision Systems, Inc.	8/93	Cross/AC	3, 6
First Data Corporation	6/93	Bank, Med, RDis Tele	1, 2, 3 5
First Data Resources Inc. See: First Data Corporation			
First Financial Management Corporation	6/93	Bank	1, 2
FIserv, Inc.	7/93	Bank	1, 8, 3
Friedman & Associates, Inc.	5/92	DMan, PMan, WDis	3
GE Computer Service, Inc.	9/92	Cross	6
GE Information Services	12/91	Bank, DMan, PMan, Cross	1, 2
GENESYS Software Systems, Inc.	12/92	Cross/HR	3
Genix Group (The)	2/94	PMan, DMan, Bank, Ins, Med	8
GeoVision Corporation	8/92	Cross/ES	3
Gerber Alley See: First Data Corporation			
Gerber Scientific, Inc.	10/93	Cross/ES, DMan PMan	5
Global Information Systems Technology, Inc.	3/92	Cross/ET	3, 5, 7
Global Software, Inc.	5/93	Cross/AC, Med	3
Goal Systems International Inc. See: LEGENT Corporation			
Grumman Data Systems and Services Group	9/92	Fed	6, 7
GSI Transcomm	8/92	Cross/AC	3, 6
Gupta Corporation	3/93	Cross	4
HBO & Company	7/93	Med	5, 1, 6
Health Data Sciences Corporation	12/93	Med	5
Health Management Systems, Inc.	6/92	Med	8
Hogan Systems, Inc.	11/93	Bank	3, 6
Holland Systems Corporation	7/92	Cross/CASE	4

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IBAX Healthcare Systems	4/92	Med	3
IBM Information Network See: Advantis			
IBM Integrated Systems Solutions Corporation	5/93	Bank, Ins, Med, Dis, Tran, Man, Tele, Util	8, 7, 1
IMREX Computer Systems, Inc.	7/93	WDis, RDis, DMan	3, 6
IMRS Inc.	1/93	Cross/PA	3
INFO GROUP (THE)	8/93	Cross	3
Infonet Services Corporation	1/94	Cross	2
Information America, Inc.	6/92	BServ	2
Information Builders, Inc.	5/91	Cross	4, 3, 6
Information Management Corporation	4/93	RDis	3, 6
Information Resources, Inc.	3/93	DMan, Dis	1, 2
Information Systems of America, Inc. See: SunGard Data Systems			
Informix Corporation	4/92	Cross	4, 3
Ingres Corporation See: (The) ASK Companies			
Integral Systems, Inc.	2/94	Cross/AC/HR	3
Integrated Health Systems, Inc. (acquired by Wismer*Martin)	10/93	Med	3
IntelliCorp	1/92	Cross	4, 6
Intelogic Trace, Inc.	3/93	Cross	6
Intergraph Corporation	4/93	Cross/ES	5
Interleaf, Inc.	11/92	Cross/SA	3
Intermetrics, Inc.	7/92	Fed	6
Intersolv	11/92	Cross/CASE	4
Intuit Inc.	2/93	PServ/Cross	3
ISM Information Systems Management Corporation	8/93	Fed, St, Bank	8, 7, 1, 2
Jack Henry & Associates, Inc.	12/93	Bank	5
J.D. Edwards & Company	11/93	Cross/AC/HR	3
JWP Information Services	10/92	Cross	6
Keane, Inc.	6/92	Cross	6
KnowledgeWare, Inc.	3/92	Cross/CASE	4
Landmark Systems Corporation	10/93	Cross	4
Lawson Associates See: Lawson Software			

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Lawson Software	1/93	Cross/AC/HR	3, 6
Learning Group International, Inc.	3/93	Cross/ET	6
Learning Tree International See: Learning Group International			
LEGENT Corporation	9/93	Cross	4
LGS Group Inc.	4/94	Cross	6, 7, 8
Liant Software Corporation	2/93	Cross	4
Litton Computer Services	12/92	Fed, Cross	1, 6, 7
Logica Data Architects, Inc.	1/91	Bank, Ins, Tele	6, 3
Logicon, Inc.	7/93	Fed	6
Lomas Information Systems	12/93	Bank	1, 3
Loral Corporation	10/92	Fed	6, 7, 8
Lotus Development Corporation	2/94	Cross	3
MacNeal-Schwendler Corporation (The)	6/93	Cross/ES	3
Madic-Compufact Corporation	11/93	DMan	5, 6
Manatron, Inc.	9/92	St, Loc	5, 3
Marcam Corporation	2/93	PMan	3
Martin Marietta Information Systems	9/93	Fed	6, 7, 8
Manugistics, Inc.	6/93	Cross	3, 4
May & Speh, Inc.	6/92	Cross	1
Mead Data Central	3/93	Cross/DB	2
Media Cybernetics, Inc.	12/93	Cross	3, 4
Medical Information Technology, Inc. (MEDITECH)	8/93	Med	3
MEDSTAT Systems, Inc.	3/92	Med	2, 6
Mellon Bank Fee-Based Services	11/92	Bank	1, 3
Mentor Graphics Corporation	10/93	Cross/ES/SA	5, 3
Micro Healthsystems, Inc.	1/92	Med	3, 5
Microsoft Corporation	4/94	Cross/OS	3, 4
M&I Data Services, Inc.	12/93	Bank	1, 3, 8
Mozart Systems Corporation	7/93	Cross	4
MPACT EDI Systems	3/93	DMan, RDis, Tran	4
Mutual Services Inc.	2/92	Bank	1, 2
National Data Corporation	12/92	RDis, Bank, Med	1, 2, 5
National Distributor Systems, Inc.	3/92	WDis	5
National Education Training Group	10/92	Cross/ET	6
Network Computing Corporation	10/92	Util, Loc	3, 5, 1

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Network Equipment Technologies, Inc.	9/93	Cross	4
Network Management, Inc. See: NMI			
Newtrend	7/93	Bank	1, 3, 8
Neuron Data, Inc.	11/91	Cross	4
NMI	10/92	St, Fed, Cross	6, 7, 8
Octel Communications Corporation	12/92	Cross	5, 2
Oracle Corporation	4/94	Cross	4, 3
Pacific Telesis Group	11/92	Cross	2, 6, 7
Parametric Technology Corporation	2/93	DMan	3
Paychex, Inc.	12/93	Cross/HR	1
Pay-Fone Systems, Inc.	1/94	Cross/HR	1
PDA Engineering	1/93	Cross/ES	3
Pentamation Enterprises, Inc.	4/92	Educ, St, Loc	3, 5, 7
PeopleSoft, Inc.	6/93	Cross/HR	3
Perot Systems Corporation	9/92	Bank, Ins, Man	6, 7, 8
Physicians Practice Management	3/93	Med	3
Pilot Executive Software	3/92	Cross/PA	3
PKS Information Services, Inc.	6/92	Cross	8
Policy Management Systems Corporation	5/92	Ins	1, 3
Powersoft Corporation	2/93	Cross	4
Praxis International Inc.	1/93	Cross, ES	4, 3, 6
PRC Inc.	3/92	Fed	6, 7
Precision Visuals, Inc. (merged with IMSL, Inc. to form Visual Numerics)	4/92	Cross/ES	3, 6
Premenos Corp.	9/92	Cross/EDI	3
Profitkey International, Inc.	6/93	DMan	3, 5
Progress Software Corporation	5/92	Cross	4
Project Software & Development, Inc.	1/93	Cross	3
Proprietary Software Systems, Inc.	11/93	Fed	6
qad.inc	6/93	DMan, PMan	3, 6
Quality Systems, Inc.	7/92	Med	5
Quorum Legal Systems See: ASA Legal Systems Company			
Quotron Systems, Inc.	8/92	Bank, Cross/DB	2, 1
RAILINC Corporation	7/93	Trans	2

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RealWorld Corporation	12/93	Cross/AC	3
Redshaw, Inc. (acquired by Delphi Information Systems)			
Retix	8/93	Cross	4
Reynolds and Reynolds Company (The)	1/93	RDis, Med	5
Ross Systems, Inc.	4/94	Cross/AC, Man	3
Santa Cruz Operation, Inc. (The)	6/93	Cross	4, 3
SAP America, Inc.	5/93	Cross/AC	3
SAS Institute Inc.	3/94	Cross/PA	3, 4
Science Applications International Corporation	12/92	Fed	6, 7
SCS/Compute, Inc.	7/92	BServ	1, 3
SEI Corporation	5/91	Bank	1, 8, 3
Shared Financial Systems, Inc. (acquired by Stratus Computer 9/93)	6/93	Bank, RDis	3, 6
Shared Medical Systems Corporation	7/92	Med	1, 3, 5
SHL Systemhouse Inc.	3/93	Cross	7, 6
SofTech, Inc.	10/93	Cross	6, 7
Software Publishing Corporation	3/92	Cross/OS	3
Sprint Corporation	10/92	Cross	2
SPSS Inc.	3/91	Cross/ES	3
Sterling Software, Inc.	3/94	Cross, Fed, RDis Bank	6, 8, 4 3, 2
Sterling Software EDI Group	5/92	Cross/EDI	3, 2
Sterling Software Federal Systems Group	6/92	Fed	6, 8
Sterling Software Systems Software Group	6/92	Cross	4
STM Systems Corp. See: ISM			
Stockholder Systems, Inc.	8/93	Bank, Util	3
St. Paul Software	1/94	DMan, Dis	3
Subscriber Computing, Inc.	2/94	Tele	3
SunGard Data Systems Inc.	11/93	Bank, Cross/DR	1, 3
Supply Tech, Inc.	3/94	Cross/EDI	4
Sybase	4/94	Cross	4, 6
Symantec Corporation	8/93	Cross/PA	3, 4
Symix Computer Systems, Inc.	4/93	DMan	5

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Synercom Technology, Inc.	5/93	Cross/ES	3
SYSCON Corporation	5/92	Fed	6, 7, 8
Systematics, Inc.	4/92	Bank	8, 3
System Integrators, Inc.	4/92	PMan	5
System Software Associates, Inc.	4/94	DMan, Dis	3
Systems & Computer Technology Corporation	3/92	Educ, St, Loc, Fed	8, 3
Systems Center, Inc. (acquired by Sterling Software)	6/92	Cross	4
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Technalysis Corporation	7/92	Cross	6
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Telerate, Inc. See: Dow Jones Telerate			
TELINK Systems, Inc.	8/93	Cross/EDI	3, 4
Terrano Corporation	6/92	Med	5
Tesseract Corporation	2/94	Cross/HR	3, 6
Timberline Software Corporation	4/92	BServ, Misc	3
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U S WEST Inc.	10/93	Tele, Cross	1, 2, 3, 4
VMARK Software, Inc.	6/92	Cross	4
Walker Interactive Systems, Inc.	7/93	Cross	3
Warner Insurance Services, Inc.	3/93	Ins, Bank	8, 1
WordPerfect Corporation (acquisition by Novell pending)	2/94	Cross/OS/PA	3

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WordStar International Incorporated (acquired with Spinnaker by SoftKey Software Products Inc.)	4/92	Cross/OS	3
Xerox Computer Services	6/92	DMan, WDis	3
Xyvision, Inc.	10/92	Cross/SA	3

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Primary Markets

Industry Specific

Bank	- Banking and finance
BServ	- Services (accountants, lawyers)
Dis	- Distribution
DMan	- Discrete manufacturing
Educ	- Education
Fed	- Federal government
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Loc	- Local government
Man	- Manufacturing
Med	- Medical
PMan	- Process manufacturing
PServ	- Personal/consumer services
RDis	- Retail distribution
St	- State government
Tele	- Telecommunications
Tran	- Transportation
Util	- Utilities
WDis	- Wholesale distribution
Misc	- Construction/agriculture

Cross Industry Application Solutions

AC	- Accounting
ES	- Engineering/scientific
ET	- Education and training
HR	- Human resources
OS	- Office systems
PA	- Planning and analysis
SA	- Sales/marketing/other

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CASE	- Computer-aided software engineering
COM	- Computer output microfilm
DB	- On-line data base services
DR	- Disaster recovery
EDI	- Electronic data interchange

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3 = Applications Software
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6 = Professional Services
7 = Systems Integration
8 = Systems Operations

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Computer Data Systems, Inc.	4/91	Fed	6, 3, 1
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Compuware Corporation	12/92	Cross	4
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Continuum Company, Inc. (The)	11/93	Ins	6, 3, 1, 8
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Cordant, Inc.	7/93	Fed, DMan, PMan	7, 6
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CROSS ACCESS Corporation	12/92	Cross	4
Cutler-Williams, Inc.	9/93	Cross	6, 7
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Cyborg Systems, Inc.	5/93	Cross/HR	3, 6
CyCare Systems, Inc.	5/92	Med	1, 5, 8
Dataserv, Inc.	9/92	Cross	6
Datatel	9/91	Educ	5, 3
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Easel Corporation	5/92	Cross	4
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First Financial Management Corporation	6/93	Bank	1, 2
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GE Information Services	12/91	Bank, DMan, PMan, Cross	1, 2
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Grumman Data Systems and Services Group	9/92	Fed	6, 7
GSI Transcomm	8/92	Cross/AC	3, 6
Gupta Corporation	3/93	Cross	4
HBO & Company	7/93	Med	5, 1, 6

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Information Systems of America, Inc. See: SunGard Data Systems			
Informix Corporation	4/92	Cross	4, 3
Ingres Corporation See: (The) ASK Companies			
Integral Systems, Inc.	4/92	Cross/AC/HR	3
Integrated Health Systems, Inc.	10/93	Med	3
IntelliCorp	1/92	Cross	4, 6
Intelogic Trace, Inc.	3/93	Cross	6
Interactive Data Corporation	12/91	Cross/DB	2
Intergraph Corporation	4/93	Cross/ES	5
Interleaf, Inc.	11/92	Cross/SA	3
Intermetrics, Inc.	7/92	Fed	6
Intersolv	11/92	Cross/CASE	4
Intuit Inc.	2/93	PServ/Cross	3
ISM Information Systems Management Corporation	8/93	Fed, St, Bank	8, 7, 1, 2
Jack Henry & Associates, Inc.	12/93	Bank	5
J.D. Edwards & Company	11/93	Cross/AC/HR	3
JWP Information Services	10/92	Cross	6

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KnowledgeWare, Inc.	3/92	Cross/CASE	4
Landmark Systems Corporation	10/93	Cross	4
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Learning Tree International See: Learning Group International			
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Liant Software Corporation	2/93	Cross	4
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Martin Marietta Information Systems	9/93	Fed	6, 7, 8
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May & Speh, Inc.	6/92	Cross	1
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Media Cybernetics, Inc.	12/93	Cross	3, 4
Medical Information Technology, Inc. (MEDITECH)	8/93	Med	3
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National Education Training Group	10/92	Cross/ET	6
Network Computing Corporation	10/92	Util, Loc	3, 5, 1
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NMI	10/92	St, Fed, Cross	6, 7, 8
Octel Communications Corporation	12/92	Cross	5, 2
Oracle Systems Corporation	11/91	Cross	4, 3
Pacific Telesis Group	11/92	Cross	2, 6, 7
Parametric Technology Corporation	2/93	DMan	3
Paychex, Inc.	12/93	Cross/HR	1
Pay-Fone Systems, Inc.	1/94	Cross/HR	1
PDA Engineering	1/93	Cross/ES	3
Pentamation Enterprises, Inc.	4/92	Educ, St, Loc	3, 5, 7
PeopleSoft, Inc:	6/93	Cross/HR	3
Perot Systems Corporation	9/92	Bank, Ins, Man	6, 7, 8
Physicians Practice Management	3/93	Med	3
Pilot Executive Software	3/92	Cross/PA	3
PKS Information Services, Inc.	6/92	Cross	8
Policy Management Systems Corporation	5/92	Ins	1, 3
Powersoft Corporation	2/93	Cross	4
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Tesseract Corporation	9/91	Cross/HR	3, 6
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Med	- Medical
PMan	- Process manufacturing
PServ	- Personal/consumer services
RDis	- Retail distribution
St	- State government
Tele	- Telecommunications
Tran	- Transportation
Util	- Utilities
WDis	- Wholesale distribution
Misc	- Construction/agriculture

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American Business Computers	4/91	Cross/EDI	3
American Express Information Services Corporation See: First Data Corporation			
American Management Systems, Inc.	7/93	Bank, Fed, Loc, Educ	6, 7
American Software, Inc.	6/93	Cross, DMan, Dis, Med	3
Ameritech	5/92	Cross	2, 6, 7, 3
Anacomp, Inc.	1/93	Cross/COM	1
Analysts International Corporation	10/92	Cross	6
Andersen Consulting	5/93	Cross	7, 6
APL Group, Inc. (The)	5/93	Cross/EDI	4
Applied Business Technologies, Inc.	7/93	Edu	3

Applied Communications, Inc.	11/92	Bank	3, 6
Applied Learning International, Inc. See: National Education Training Group			
Arkansas Systems, Inc.	7/93	Bank, Cross	3, 4, 6
ASA International Ltd.	5/92	DMan, Dis, Tran	5
ASA Legal Systems Company, Inc.	7/93	BServ	5
Ashton-Tate See: Borland International			
ASK Group, Inc. (The)	2/93	DMan, PMan, Cross	3, 4, 5
Autodesk, Inc.	9/93	Cross/ES	3
AutoInfo, Inc.	3/92	RDis	2, 5
Automated Concepts Incorporated	2/93	Cross	6
Automatic Data Processing, Inc.	5/93	Cross/HR, AC	1, 2
Auto-trol Technology Corporation	9/93	Cross/ES	5, 7
Bachman Information Systems, Inc.	12/91	Cross/CASE	4
Barrister Information Systems Corporation	10/93	BServ	5
BDM Holdings, Inc.	7/92	Fed	6
Bell Atlantic Business Systems Services	10/92	Cross	6
Bell Atlantic Corporation	8/92	Cross	6, 3, 4, 7
BellSouth Corporation	10/92	Cross	2, 6, 7
BGS Systems, Inc.	11/93	Cross	4
BISYS Group, Inc. (The)	4/92	Bank	1
BMC Software, Inc.	9/92	Cross	4
Boole & Babbage, Inc.	5/92	Cross	4
Borland International, Inc.	12/92	Cross	3, 4
Brandon Systems Corporation	2/93	Cross	6
Broadway & Seymour, Inc.	2/93	Bank	7, 3
Broderbund Software, Inc.	2/92	Cross/PServ	3
BT North America Inc.	6/91	Cross	2, 1, 6
CACI International	1/91	Fed	6, 8
Cadence Design Systems, Inc.	5/93	Cross/ES	3
Cadre Technologies Inc.	7/93	Cross/CASE	4
Caere Corporation	6/93	RDis/Cross	3
Calidus Systems, Inc.	5/92	DMan, PMan, RDis	3, 7
Cambar Software, Inc.	4/92	WDis, DMan	3

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Cambridge Technology Partners	10/92	Ins, Tran, Tele	7
Candle Corporation	4/92	Cross	4
CAP GEMINI AMERICA	3/93	Cross	6, 7
Carter-Pertaine, Inc.	8/91	Educ	3
Cass Logistics, Inc.	9/93	DMan, PMan, Tran, Dis	1, 3
CCH Computax, Inc.	4/92	BServ	1
CCS Technology Group, Inc.	12/92	RDis, Util, Bank	3
CE Software Holdings, Inc.	6/92	Cross	3, 4
Centel Federal Systems, Inc. See: Cordant, Inc.			
Central Point Software, Inc.	6/92	Cross	4
Cerner Corporation	5/93	Med	5
CGI Systems, Inc.	9/92	Cross/CASE	4
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Cincom Systems, Inc.	3/93	Cross	4, 3
C.I.S. Technologies, Inc.	6/92	Med	1
Claris Corporation	11/93	Cross	3
C.M. Computers, Inc.	2/92	Med	5
CMS/DATA Corporation	10/92	BServ	5
Cognitive Systems, Inc.	12/92	Bank	6
Cognos Incorporated	7/93	Cross	4
COIN Banking Systems, Inc. See: First Financial Management Corporation			
COIN Dealership Systems, Inc.	8/92	RDis	5
Comdata Holdings Corporation	9/92	Tran, RDis, PServ	1, 2
Comdisco Disaster Recovery Services, Inc.	2/93	Cross/DR	1
Communications Software, Inc.	7/93	Tele	5
CompuServe Incorporated	11/91	Cross/DB	2, 3
Computer Associates International, Inc.	6/93	Cross, DMan	4, 3
Computer Data Systems, Inc.	4/91	Fed	6, 3, 1
Computer Horizons Corp.	8/93	DMan, PMan, Tele, Bank	6, 7
Computer Language Research, Inc.	6/93	BServ, Cross	1, 3
Computer Power Group	3/92	Cross	6, 7

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ComputerLand Corporation	3/93	Cross	5
CompuTrac, Inc.	12/92	BServ	5
Compuware Corporation	12/92	Cross	4
Comshare, Inc.	3/93	Cross/PA	3
Concord Computing Corporation	2/92	RDis, Bank, Tran	1, 2
Consilium, Inc.	3/92	DMan, PMan	3
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Corporate Systems, Ltd.	3/93	Cross/HR	1
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Dataserv, Inc.	9/92	Cross	6
Datatel	9/91	Educ	5, 3
Delphi Information Systems, Inc.	9/92	Ins	5
Deluxe Data Systems, Inc.	4/93	Bank, RDis	1, 2, 3
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Dialog Information Services, Inc.	11/90	Cross/DB	2
Diebold, Inc.	9/92	Cross	6
DMR Group Inc.	11/92	Gov, Bank, DMan PMan, RDis, Tran	6, 7
Dow Jones Telerate	5/93	Bank/Cross	2
DST Systems, Inc.	7/93	Bank, Ins	1

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Dun & Bradstreet Software Services, Inc.	12/91	Cross/HR/AC DMan	3
Easel Corporation	5/92	Cross	4
EDI, Inc. See: TELINK Systems, Inc.			
Effective Management Systems, Inc.	5/93	DMan, WDis	5
ELCOMP Systems, Inc.	11/93	Med	5
Electronic Data Systems Corporation	5/93	Bank, Ins, Fed St, DMan, Tele	1, 6, 7, 8
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ENVOY Corporation	5/92	Bank, RDis	1
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FDP Corp.	4/93	Ins	3, 1
Financial Decision Systems, Inc.	8/93	Cross/AC	3, 6
First Data Corporation	6/93	Bank, Med, RDis Tele	1, 2, 3 5
First Data Resources Inc. See: First Data Corporation			
First Financial Management Corporation	6/93	Bank	1, 2
FIserv, Inc.	7/93	Bank	1, 8, 3
Friedman & Associates, Inc.	5/92	DMan, PMan, WDis	3
GE Computer Service, Inc.	9/92	Cross	6
GE Information Services	12/91	Bank, DMan, PMan, Cross	1, 2
GENESYS Software Systems, Inc.	12/92	Cross/HR	3
Genix Group (The)	4/93	PMan, DMan, Bank, Ins, Med	8
GeoVision Corporation	8/92	Cross/ES	3
Gerber Alley See: First Data Corporation			
Gerber Scientific, Inc.	10/93	Cross/ES, DMan PMan	5
Global Information Systems Technology, Inc.	3/92	Cross/ET	3, 5, 7
Global Software, Inc.	5/93	Cross/AC, Med	3
Goal Systems International Inc. See: LEGENT Corporation			

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GSI Transcomm	8/92	Cross/AC	3, 6
Gupta Corporation	3/93	Cross	4
HBO & Company	7/93	Med	5, 1, 6
Health Data Sciences Corporation	6/91	Med	5
Health Management Systems, Inc.	6/92	Med	8
Hogan Systems, Inc.	11/93	Bank	3, 6
Holland Systems Corporation	7/92	Cross/CASE	4
IBAX Healthcare Systems	4/92	Med	3
IBM Information Network See: Advantis			
IBM Integrated Systems Solutions Corporation	5/93	Bank, Ins, Med, Dis, Tran, Man, Tele, Util	8, 7, 1
IMREX Computer Systems, Inc.	7/93	WDis, RDis, DMan	3, 6
IMRS Inc.	1/93	Cross/PA	3
INFO GROUP (THE)	8/93	Cross	3
Information America, Inc.	6/92	BServ	2
Information Builders, Inc.	5/91	Cross	4, 3, 6
Information Management Corporation	4/93	RDis	3, 6
Information Resources, Inc.	3/93	DMan, Dis	1, 2
Information Systems of America, Inc. See: SunGard Data Systems			
Informix Corporation	4/92	Cross	4, 3
Ingres Corporation See: (The) ASK Companies			
Integral Systems, Inc.	4/92	Cross/AC/HR	3
Integrated Health Systems, Inc.	10/93	Med	3
IntelliCorp	1/92	Cross	4, 6
Intelogic Trace, Inc.	3/93	Cross	6
Interactive Data Corporation	12/91	Cross/DB	2
Intergraph Corporation	4/93	Cross/ES	5
Interleaf, Inc.	11/92	Cross/SA	3
Intermetrics, Inc.	7/92	Fed	6
Internet Systems Corporation	7/91	Bank	3, 6
Intersolv	11/92	Cross/CASE	4
Intuit Inc.	2/93	PServ/Cross	3

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ISM Information Systems Management Corporation	8/93	Fed, St, Bank	8, 7, 1, 2
J.D. Edwards & Company	11/93	Cross/AC/HR	3
JWP Information Services	10/92	Cross	6
Keane, Inc.	6/92	Cross	6
Kleinschmidt, Inc.	2/91	Cross/EDI	2
KnowledgeWare, Inc.	3/92	Cross/CASE	4
Landmark Systems Corporation	10/93	Cross	4
Lawson Associates See: Lawson Software			
Lawson Software	1/93	Cross/AC/HR	3, 6
Learning Group International, Inc.	3/93	Cross/ET	6
Learning Tree International See: Learning Group International			
LEGENT Corporation	9/93	Cross	4
Liant Software Corporation	2/93	Cross	4
Litton Computer Services	12/92	Fed, Cross	1, 6, 7
Logica Data Architects, Inc.	1/91	Bank, Ins, Tele	6, 3
Logicon, Inc.	7/93	Fed	6
Loral Corporation	10/92	Fed	6, 7, 8
Lotus Development Corporation	10/91	Cross	3
MacNeal-Schwendler Corporation (The)	6/93	Cross/ES	3
Madic-Compufact Corporation	11/93	DMan	5, 6
Manatron, Inc.	9/92	St, Loc	5, 3
Marcam Corporation	2/93	PMan	3
Martin Marietta Information Systems	9/93	Fed	6, 7, 8
Manugistics, Inc.	6/93	Cross	3, 4
May & Speh, Inc.	6/92	Cross	1
MCBA, Inc.	4/91	Cross/AC, WDis DMan	3, 6
Mead Data Central	3/93	Cross/DB	2
Media Cybernetics, Inc.	12/91	Cross	3, 4
Medical Information Technology, Inc. (MEDITECH)	8/93	Med	3
MEDSTAT Systems, Inc.	3/92	Med	2, 6
Mellon Bank Fee-Based Services	11/92	Bank	1, 3
Mentor Graphics Corporation	10/93	Cross/ES/SA	5, 3
Micro Healthsystems, Inc.	1/92	Med	3, 5

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Microsoft Corporation	1/93	Cross/OS	3, 4
M&I Data Services, Inc.	8/92	Bank	1, 3, 8
Mozart Systems Corporation	7/93	Cross	4
MPACT EDI Systems	3/93	DMan, RDis, Tran	4
Mutual Services Inc.	2/92	Bank	1, 2
National Data Corporation	12/92	RDis, Bank, Med	1, 2, 5
National Distributor Systems, Inc.	3/92	WDis	5
National Education Training Group	10/92	Cross/ET	6
Network Computing Corporation	10/92	Util, Loc	3, 5, 1
Network Equipment Technologies, Inc.	9/93	Cross	4
Network Management, Inc. See: NMI			
Newtrend	7/93	Bank	1, 3, 8
Neuron Data, Inc.	11/91	Cross	4
Nichols & Company	8/91	Cross	3
NMI	10/92	St, Fed, Cross	6, 7, 8
Octel Communications Corporation	12/92	Cross	5, 2
Oracle Systems Corporation	11/91	Cross	4, 3
Pacific Telesis Group	11/92	Cross	2, 6, 7
Parametric Technology Corporation	2/93	DMan	3
Paychex, Inc.	9/92	Cross/HR	1
Pay-Fone Systems, Inc.	12/92	Cross/HR	1
PDA Engineering	1/93	Cross/ES	3
Pentamation Enterprises, Inc.	4/92	Educ, St, Loc	3, 5, 7
PeopleSoft, Inc.	6/93	Cross/HR	3
Perot Systems Corporation	9/92	Bank, Ins, Man	6, 7, 8
Perwill Incorporated	3/91	Cross/EDI	3
Physicians Practice Management	3/93	Med	3
Piedmont Systems Incorporated	6/91	Cross/EDI	3
Pilot Executive Software	3/92	Cross/PA	3
PKS Information Services, Inc.	6/92	Cross	8
Policy Management Systems Corporation	5/92	Ins	1, 3
Powersoft Corporation	2/93	Cross	4
Praxis International Inc.	1/93	Cross, ES	4, 3, 6
PRC Inc.	3/92	Fed	6, 7

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Precision Visuals, Inc. (merged with IMSL, Inc. to form Visual Numerics)	4/92	Cross/ES	3, 6
Premenos Corp.	9/92	Cross/EDI	3
Profitkey International, Inc.	6/93	DMan	3, 5
Progress Software Corporation	5/92	Cross	4
Project Software & Development, Inc.	1/93	Cross	3
Proprietary Software Systems, Inc.	11/93	Fed	6
qad.inc	6/93	DMan, PMan	3, 6
Quality Systems, Inc.	7/92	Med	5
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Quotron Systems, Inc.	8/92	Bank, Cross/DB	2, 1
RAILINC Corporation	7/93	Trans	2
RealWorld Corporation	8/91	Cross/AC	3
Redshaw, Inc. (acquired by Delphi Information Systems)			
Retix	8/93	Cross	4
Reynolds and Reynolds Company (The)	1/93	RDis, Med	5
Ross Systems, Incorporated	11/92	Cross/AC	3
Santa Cruz Operation, Inc. (The)	6/93	Cross	4, 3
SAP America, Inc.	5/93	Cross/AC	3
SAS Institute Inc.	4/92	Cross/PA	3, 4
Satellite Computing, Inc.	6/91	Dis, DMan	3
SAZTEC International, Inc.	1/91	Tele	1
Science Applications International Corporation	12/92	Fed	6, 7
SCS/Compute, Inc.	7/92	BServ	1, 3
SEI Corporation	5/91	Bank	1, 8, 3
Shared Financial Systems, Inc. (acquired by Stratus Computer 9/93)	6/93	Bank, RDis	3, 6
Shared Medical Systems Corporation	7/92	Med	1, 3, 5
SHL Systemhouse Inc.	3/93	Cross	7, 6
SofTech, Inc.	10/93	Cross	6, 7
Softlab Inc.	11/91	Cross/CASE	4
Software Publishing Corporation	3/92	Cross/OS	3
Sprint Corporation	10/92	Cross	2
SPSS Inc.	3/91	Cross/ES	3

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State of The Art, Inc.	7/91	Cross/AC	3
Sterling Software, Inc.	6/92	Cross, Fed, RDis Bank	6, 8, 4 3, 2
Sterling Software EDI Group	5/92	Cross/EDI	3, 2
Sterling Software Federal Systems Group	6/92	Fed	6, 8
Sterling Software Systems Software Group	6/92	Cross	4
STM Systems Corp. See: ISM			
Stockholder Systems, Inc.	8/93	Bank, Util	3
St. Paul Software	8/93	DMan, Dis	1, 3, 6
STSC, Inc. See: Manugistics, Inc.			
SunGard Data Systems Inc.	11/93	Bank, Cross/DR	1, 3
Supply Tech, Inc.	9/93	Cross/EDI	4
Sybase	8/91	Cross	4, 6
Symantec Corporation	8/93	Cross/PA	3, 4
Symix Computer Systems, Inc.	4/93	DMan	5
Synercom Technology, Inc.	5/93	Cross/ES	3
SYSCON Corporation	5/92	Fed	6, 7, 8
Systematics, Inc.	4/92	Bank	8, 3
System Integrators, Inc.	4/92	PMan	5
System Software Associates, Inc.	5/93	DMan, Dis	3
Systems & Computer Technology Corporation	3/92	Educ, St, Loc, Fed	8, 3
Systems Center, Inc. (acquired by Sterling Software)	6/92	Cross	4
TDS Healthcare Systems Corporation (acquired by ALLTEL)	8/93	Med	3, 1
Technalysis Corporation	7/92	Cross	6
Technology Solutions Company (TSC)	10/93	Dis, DMan, PMan, Bank, Ins	7
Telecredit, Inc. See: Equifax, Inc.			
Telerate, Inc. See: Dow Jones Telerate			
TELINK Systems, Inc.	8/93	Cross/EDI	3, 4
Terrano Corporation	6/92	Med	5
Tesseract Corporation	9/91	Cross/HR	3, 6

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Timberline Software Corporation	4/92	BServ, Misc	3
Total System Services, Inc.	5/92	Bank	1
Trax Softworks, Inc.	10/92	Cross/PA	3
Triad Systems Corporation	3/92	RDis	5
Trinzic Corporation	9/93	Cross	4
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U S WEST Inc.	10/93	Tele, Cross	1, 2, 3, 4
VMARK Software, Inc.	6/92	Cross	4
Volt Delta Resources, Inc.	7/91	Tele	6
Walker Interactive Systems, Inc.	7/93	Cross	3
Warner Insurance Services, Inc.	3/93	Ins, Bank	8, 1
Wavefront Technologies	7/91	Cross/ES	3
Westinghouse Communications	8/91	Cross	2, 6
WordPerfect Corporation	12/92	Cross/OS/PA	3
WordStar International Incorporated (merging into Spinnaker)	4/92	Cross/OS	3
Worldwide Chain Store Systems Inc.	3/91	RDis, WDis	3
Xerox Computer Services	6/92	DMan, WDis	3
Xyvision, Inc.	10/92	Cross/SA	3

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Primary Markets

Industry Specific

Bank	- Banking and finance
BServ	- Services (accountants, lawyers)
Dis	- Distribution
DMan	- Discrete manufacturing
Educ	- Education
Fed	- Federal government
Ins	- Insurance
Loc	- Local government
Man	- Manufacturing
Med	- Medical
PMan	- Process manufacturing
PServ	- Personal/consumer services
RDis	- Retail distribution
St	- State government
Tele	- Telecommunications
Tran	- Transportation
Util	- Utilities
WDis	- Wholesale distribution
Misc	- Construction/agriculture

Cross Industry Application Solutions

AC	- Accounting
ES	- Engineering/scientific
ET	- Education and training
HR	- Human resources
OS	- Office systems
PA	- Planning and analysis
SA	- Sales/marketing/other

Other

CASE	- Computer-aided software engineering
COM	- Computer output microfilm
DB	- On-line data base services
DR	- Disaster recovery
EDI	- Electronic data interchange

Product/Service Offering

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3 = Applications Software
4 = Systems Software
5 = VAR/Turnkey Systems
6 = Professional Services
7 = Systems Integration
8 = Systems Operations

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Analysts International Corporation	10/92	Cross	6
Andersen Consulting	5/93	Cross	7, 6
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ComputerLand Corporation	3/93	Cross	5
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Compuware Corporation	12/92	Cross	4
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CROSS ACCESS Corporation	12/92	Cross	4
Cutler-Williams, Inc.	9/93	Cross	6, 7
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CyCare Systems, Inc.	5/92	Med	1, 5, 8
Datalex, Inc.	9/91	Cross	4
Dataserv, Inc.	9/92	Cross	6
Datatel	9/91	Educ	5, 3
Delphi Information Systems, Inc.	9/92	Ins	5
Deluxe Data Systems, Inc.	4/93	Bank, RDis	1, 2, 3
Dialcom Group See: BT North America			
Dialog Information Services, Inc.	11/90	Cross/DB	2
Diebold, Inc.	9/92	Cross	6
DMR Group Inc.	11/92	Gov, Bank, DMan PMan, RDis, Tran	6, 7
Dow Jones Telerate	5/93	Bank/Cross	2
DST Systems, Inc.	7/93	Bank, Ins	1

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Dun & Bradstreet Software Services, Inc.	12/91	Cross/HR/AC DMan	3
Easel Corporation	5/92	Cross	4
EDI, Inc. See: TELINK Systems, Inc.			
Effective Management Systems, Inc.	5/93	DMan, WDis	5
ELCOMP Systems, Inc.	9/91	Med	5
Electronic Data Systems Corporation	5/93	Bank, Ins, Fed St, DMan, Tele	1, 6, 7, 8
Elke Corporation (acquired by System Software Associates, 8/93)	7/92	Cross/SA	3
ENVOY Corporation	5/92	Bank, RDis	1
Equifax Inc.	8/92	Ins, Bank, RDis	1, 2, 3
Factorial Systems, Inc.	6/91	DMan	3
FDP Corp.	4/93	Ins	3, 1
Financial Decision Systems, Inc.	8/93	Cross/AC	3, 6
First Data Corporation	6/93	Bank, Med, RDis Tele	1, 2, 3 5
First Data Resources Inc. See: First Data Corporation			
First Financial Management Corporation	6/93	Bank	1, 2
FIserv, Inc.	7/93	Bank	1, 8, 3
Friedman & Associates, Inc.	5/92	DMan, PMan, WDis	3
GE Computer Service, Inc.	9/92	Cross	6
GE Information Services	12/91	Bank, DMan, PMan, Cross	1, 2
GENESYS Software Systems, Inc.	12/92	Cross/HR	3
Genix Group (The)	4/93	PMan, DMan, Bank, Ins, Med	8
GeoVision Corporation	8/92	Cross/ES	3
Gerber Alley See: First Data Corporation			
Gerber Scientific, Inc.	10/93	Cross/ES, DMan PMan	5
Global Information Systems Technology, Inc.	3/92	Cross/ET	3, 5, 7
Global Software, Inc.	5/93	Cross/AC, Med	3
Goal Systems International Inc. See: LEGENT Corporation			

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Grumman Data Systems and Services Group	9/92	Fed	6, 7
GSI Transcomm	8/92	Cross/AC	3, 6
Gupta Corporation	3/93	Cross	4
HBO & Company	7/93	Med	5, 1, 6
Health Data Sciences Corporation	6/91	Med	5
Health Management Systems, Inc.	6/92	Med	8
Hogan Systems, Inc.	8/92	Bank	3
Holland Systems Corporation	7/92	Cross/CASE	4
IBAX Healthcare Systems	4/92	Med	3
IBM Information Network See: Advantis			
IBM Integrated Systems Solutions Corporation	5/93	Bank, Ins, Med, Dis, Tran, Man, Tele, Util	8, 7, 1
IMREX Computer Systems, Inc.	7/93	WDis, RDis, DMan	3, 6
IMRS Inc.	1/93	Cross/PA	3
INFO GROUP (THE)	8/93	Cross	3
Information America, Inc.	6/92	BServ	2
Information Builders, Inc.	5/91	Cross	4, 3, 6
Information Management Corporation	4/93	RDis	3, 6
Information Resources, Inc.	3/93	DMan, Dis	1, 2
Information Systems of America, Inc. (acquired by SunGard Data Systems)	9/92	Ins	3
Informix Corporation	4/92	Cross	4, 3
Ingres Corporation See: (The) ASK Companies			
Integral Systems, Inc.	4/92	Cross/AC/HR	3
Integrated Health Systems, Inc.	10/93	Med	3
IntelliCorp	1/92	Cross	4, 6
Intelogic Trace, Inc.	3/93	Cross	6
Interactive Data Corporation	12/91	Cross/DB	2
Intergraph Corporation	4/93	Cross/ES	5
Interleaf, Inc.	11/92	Cross/SA	3
Intermetrics, Inc.	7/92	Fed	6
Internet Systems Corporation	7/91	Bank	3, 6
Intersolv	11/92	Cross/CASE	4
Intuit Inc.	2/93	PServ/Cross	3

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ISM Information Systems Management Corporation	8/93	Fed, St, Bank	8, 7, 1, 2
J.D. Edwards & Company	9/91	Cross/AC/HR	3
JWP Information Services	10/92	Cross	6
Keane, Inc.	6/92	Cross	6
Kleinschmidt, Inc.	2/91	Cross/EDI	2
KnowledgeWare, Inc.	3/92	Cross/CASE	4
Landmark Systems Corporation	10/93	Cross	4
Lawson Associates See: Lawson Software			
Lawson Software	1/93	Cross/AC/HR	3, 6
Learning Group International, Inc.	3/93	Cross/ET	6
Learning Tree International See: Learning Group International			
LEGENT Corporation	9/93	Cross	4
Liant Software Corporation	2/93	Cross	4
Litton Computer Services	12/92	Fed, Cross	1, 6, 7
Logica Data Architects, Inc.	1/91	Bank, Ins, Tele	6, 3
Logicon, Inc.	7/93	Fed	6
Loral Corporation	10/92	Fed	6, 7, 8
Lotus Development Corporation	10/91	Cross	3
MacNeal-Schwendler Corporation (The)	6/93	Cross/ES	3
Madic-Compufact Corporation	2/92	DMan	5, 6
Manatron, Inc.	9/92	St, Loc	5, 3
Marcam Corporation	2/93	PMan	3
Martin Marietta Information Systems	9/93	Fed	6, 7, 8
Manugistics, Inc.	6/93	Cross	3, 4
May & Speh, Inc.	6/92	Cross	1
MCBA, Inc.	4/91	Cross/AC, WDis DMan	3, 6
Mead Data Central	3/93	Cross/DB	2
Media Cybernetics, Inc.	12/91	Cross	3, 4
Medical Information Technology, Inc. (MEDITECH)	8/93	Med	3
MEDSTAT Systems, Inc.	3/92	Med	2, 6
Mellon Bank Fee-Based Services	11/92	Bank	1, 3
Mentor Graphics Corporation	10/93	Cross/ES/SA	5, 3

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Micro Healthsystems, Inc.	1/92	Med	3, 5
Microsoft Corporation	1/93	Cross/OS	3, 4
M&I Data Services, Inc.	8/92	Bank	1, 3, 8
Mozart Systems Corporation	7/93	Cross	4
MPACT EDI Systems	3/93	DMan, RDis, Tran	4
Mutual Services Inc.	2/92	Bank	1, 2
National Data Corporation	12/92	RDis, Bank, Med	1, 2, 5
National Distributor Systems, Inc.	3/92	WDis	5
National Education Training Group	10/92	Cross/ET	6
Network Computing Corporation	10/92	Util, Loc	3, 5, 1
Network Equipment Technologies, Inc.	9/93	Cross	4
Network Management, Inc. See: NMI			
Newtrend	7/93	Bank	1, 3, 8
Neuron Data, Inc.	11/91	Cross	4
Nichols & Company	8/91	Cross	3
NMI	10/92	St, Fed, Cross	6, 7, 8
Octel Communications Corporation	12/92	Cross	5, 2
Oracle Systems Corporation	11/91	Cross	4, 3
Pacific Telesis Group	11/92	Cross	2, 6, 7
Parametric Technology Corporation	2/93	DMan	3
Paychex, Inc.	9/92	Cross/HR	1
Pay-Fone Systems, Inc.	12/92	Cross/HR	1
PDA Engineering	1/93	Cross/ES	3
Pentamation Enterprises, Inc.	4/92	Educ, St, Loc	3, 5, 7
PeopleSoft, Inc.	6/93	Cross/HR	3
Perot Systems Corporation	9/92	Bank, Ins, Man	6, 7, 8
Perwill Incorporated	3/91	Cross/EDI	3
Physicians Practice Management	3/93	Med	3
Piedmont Systems Incorporated	6/91	Cross/EDI	3
Pilot Executive Software	3/92	Cross/PA	3
PKS Information Services, Inc.	6/92	Cross	8
Policy Management Systems Corporation	5/92	Ins	1, 3
Powersoft Corporation	2/93	Cross	4
Praxis International Inc.	1/93	Cross, ES	4, 3, 6
PRC Inc.	3/92	Fed	6, 7

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Precision Visuals, Inc. (merged with IMSL, Inc. to form Visual Numerics)	4/92	Cross/ES	3, 6
Premenos Corp.	9/92	Cross/EDI	3
Profitkey International, Inc.	6/93	DMan	3, 5
Progress Software Corporation	5/92	Cross	4
Project Software & Development, Inc.	1/93	Cross	3
Proprietary Software Systems, Inc.	2/92	Fed	6
qad.inc	6/93	DMan, PMan	3, 6
Quality Systems, Inc.	7/92	Med	5
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Quotron Systems, Inc.	8/92	Bank, Cross/DB	2, 1
RAILINC Corporation	7/93	Trans	2
RealWorld Corporation	8/91	Cross/AC	3
Redshaw, Inc. (acquired by Delphi Information Systems)			
Retix	8/93	Cross	4
Reynolds and Reynolds Company (The)	1/93	RDis, Med	5
Ross Systems, Incorporated	11/92	Cross/AC	3
Santa Cruz Operation, Inc. (The)	6/93	Cross	4, 3
SAP America, Inc.	5/93	Cross/AC	3
SAS Institute Inc.	4/92	Cross/PA	3, 4
Satellite Computing, Inc.	6/91	Dis, DMan	3
SAZTEC International, Inc.	1/91	Tele	1
Science Applications International Corporation	12/92	Fed	6, 7
SCS/Compute, Inc.	7/92	BServ	1, 3
SEI Corporation	5/91	Bank	1, 8, 3
Shared Financial Systems, Inc. (acquired by Stratus Computer 9/93)	6/93	Bank, RDis	3, 6
Shared Medical Systems Corporation	7/92	Med	1, 3, 5
SHL Systemhouse Inc.	3/93	Cross	7, 6
SofTech, Inc.	10/93	Cross	6, 7
Softlab Inc.	11/91	Cross/CASE	4
Software Publishing Corporation	3/92	Cross/OS	3
Sprint Corporation	10/92	Cross	2
SPSS Inc.	3/91	Cross/ES	3

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State of The Art, Inc.	7/91	Cross/AC	3
Sterling Software, Inc.	6/92	Cross, Fed, RDis Bank	6, 8, 4 3, 2
Sterling Software EDI Group	5/92	Cross/EDI	3, 2
Sterling Software Federal Systems Group	6/92	Fed	6, 8
Sterling Software Systems Software Group	6/92	Cross	4
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Stockholder Systems, Inc.	8/93	Bank, Util	3
St. Paul Software	8/93	DMan, Dis	1, 3, 6
STSC, Inc. See: Manugistics, Inc.			
SunGard Data Systems Inc.	9/91	Bank, Cross/DR	1, 3
Supply Tech, Inc.	9/93	Cross/EDI	4
Sybase	8/91	Cross	4, 6
Symantec Corporation	8/93	Cross/PA	3, 4
Symix Computer Systems, Inc.	4/93	DMan	5
Synercom Technology, Inc.	5/93	Cross/ES	3
SYSCON Corporation	5/92	Fed	6, 7, 8
Systematics, Inc.	4/92	Bank	8, 3
System Integrators, Inc.	4/92	PMan	5
System Software Associates, Inc.	5/93	DMan, Dis	3
Systems & Computer Technology Corporation	3/92	Educ, St, Loc, Fed	8, 3
Systems Center, Inc. (acquired by Sterling Software)	6/92	Cross	4
TDS Healthcare Systems Corporation (acquired by ALLTEL)	8/93	Med	3, 1
Technalysis Corporation	7/92	Cross	6
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Telerate, Inc. See: Dow Jones Telerate			
TELINK Systems, Inc.	8/93	Cross/EDI	3, 4
Terrano Corporation	6/92	Med	5
Tesseract Corporation	9/91	Cross/HR	3, 6

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Timberline Software Corporation	4/92	BServ, Misc	3
Total System Services, Inc.	5/92	Bank	1
Trax Softworks, Inc.	10/92	Cross/PA	3
Triad Systems Corporation	3/92	RDis	5
Trinzic Corporation	9/93	Cross	4
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VMARK Software, Inc.	6/92	Cross	4
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WordStar International Incorporated	4/92	Cross/OS	3
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Xyvision, Inc.	10/92	Cross/SA	3

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Primary Markets

Industry Specific

Bank	- Banking and finance
BServ	- Services (accountants, lawyers)
Dis	- Distribution
DMan	- Discrete manufacturing
Educ	- Education
Fed	- Federal government
Ins	- Insurance
Loc	- Local government
Man	- Manufacturing
Med	- Medical
PMan	- Process manufacturing
PServ	- Personal/consumer services
RDis	- Retail distribution
St	- State government
Tele	- Telecommunications
Tran	- Transportation
Util	- Utilities
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Misc	- Construction/agriculture

Cross Industry Application Solutions

AC	- Accounting
ES	- Engineering/scientific
ET	- Education and training
HR	- Human resources
OS	- Office systems
PA	- Planning and analysis
SA	- Sales/marketing/other

Other

CASE	- Computer-aided software engineering
COM	- Computer output microfilm
DB	- On-line data base services
DR	- Disaster recovery
EDI	- Electronic data interchange

Delivery Modes

1 = Processing Services
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4 = Systems Software
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6 = Professional Services
7 = Systems Integration
8 = Systems Operations

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Aldus Corporation	6/92	Cross/OS	3
American Business Computers	4/91	Cross/EDI	3
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American Management Systems, Inc.	7/93	Bank, Fed, Loc, Educ	6, 7
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Andersen Consulting	5/93	Cross	7, 6
APL Group, Inc. (The)	5/93	Cross/EDI	4
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Applied Communications, Inc.	11/92	Bank	3, 6

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BMC Software, Inc.	9/92	Cross	4
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Borland International, Inc.	12/92	Cross	3, 4
Brandon Systems Corporation	2/93	Cross	6
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Broderbund Software, Inc.	2/92	Cross/PServ	3
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CACI International	1/91	Fed	6, 8
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Cadre Technologies Inc.	7/93	Cross/CASE	4
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Central Point Software, Inc.	6/92	Cross	4
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Cincom Systems, Inc.	3/93	Cross	4, 3
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C.M. Computers, Inc.	2/92	Med	5.
CMS/DATA Corporation	10/92	BServ	5
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COIN Dealership Systems, Inc.	8/92	RDis	5
Comdata Holdings Corporation	9/92	Tran, RDis, PServ	1, 2
Comdisco Disaster Recovery Services, Inc.	2/93	Cross/DR	1
Communications Software, Inc.	7/93	Tele	5
Comp-U-Check, Inc.	8/91	RDis, Bank	1, 2
CompuServe Incorporated	11/91	Cross/DB	2, 3
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Computerized Lodging Systems, Inc.	9/91	BServ	5
ComputerLand Corporation	3/93	Cross	5
CompuTrac, Inc.	12/92	BServ	5
Compuware Corporation	12/92	Cross	4
Comshare, Inc.	3/93	Cross/PA	3
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Continuum Company, Inc. (The)	8/92	Ins	6, 3, 1
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CROSS ACCESS Corporation	12/92	Cross	4
Cutler-Williams, Inc.	6/91	Cross	6, 7
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Cyborg Systems, Inc.	5/93	Cross/HR	3, 6
CyCare Systems, Inc.	5/92	Med	1, 5, 8
Datalex, Inc.	9/91	Cross	4
Dataserv, Inc.	9/92	Cross	6
Datatel	9/91	Educ	5, 3
Delphi Information Systems, Inc.	9/92	Ins	5
Deluxe Data Systems, Inc.	4/93	Bank, RDis	1, 2, 3
Dialcom Group See: BT North America			
Dialog Information Services, Inc.	11/90	Cross/DB	2
Diebold, Inc.	9/92	Cross	6
Distribution Sciences, Inc. (acquired by American Software)			
DMR Group Inc.	11/92	Gov, Bank, DMan PMan, RDis, Tran	6, 7
Dow Jones Telerate	5/93	Bank/Cross	2
DST Systems, Inc.	7/93	Bank, Ins	1

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Dun & Bradstreet Software Services, Inc.	12/91	Cross/HR/AC DMan	3
Easel Corporation	5/92	Cross	4
EDI, Inc.	6/91	Cross/EDI	3, 4
Effective Management Systems, Inc.	5/93	DMan, WDis	5
ELCOMP Systems, Inc.	9/91	Med	5
Electronic Data Systems Corporation	5/93	Bank, Ins, Fed St, DMan, Tele	1, 6, 7, 8
Elke Corporation	7/92	Cross/SA	3
ENVOY Corporation	5/92	Bank, RDis	1
Equifax Inc.	8/92	Ins, Bank, RDis	1, 2, 3
Factorial Systems, Inc.	6/91	DMan	3
FDP Corp.	4/93	Ins	3, 1
Financial Decision Systems, Inc.	5/91	Cross/AC	3, 6
First Data Corporation	6/93	Bank, Med, RDis Tele	1, 2, 3 5
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First Financial Management Corporation	6/93	Bank	1, 2
FIserv, Inc.	7/93	Bank	1, 8, 3
Friedman & Associates, Inc.	5/92	DMan, PMan, WDis	3
GE Computer Service, Inc.	9/92	Cross	6
GE Information Services	12/91	Bank, DMan, PMan, Cross	1, 2
GENESYS Software Systems, Inc.	12/92	Cross/HR	3
Genix Group (The)	4/93	PMan, DMan, Bank, Ins, Med	8
GeoVision Corporation	8/92	Cross/ES	3
Gerber Alley See: First Data Corporation			
Gerber Scientific, Inc.	11/91	Cross/ES, DMan PMan	5
Global Information Systems Technology, Inc.	3/92	Cross/ET	3, 5, 7
Global Software, Inc.	5/93	Cross/AC, Med	3
Goal Systems International Inc. (acquired by LEGENT)	8/91	Cross	4
Grumman Data Systems and Services Group	9/92	Fed	6, 7

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GSI Transcomm	8/92	Cross/AC	3, 6
Gupta Corporation	3/93	Cross	4
HBO & Company	7/93	Med	5, 1, 6
Health Data Sciences Corporation	6/91	Med	5
Health Management Systems, Inc.	6/92	Med	8
Hogan Systems, Inc.	8/92	Bank	3
Holland Systems Corporation	7/92	Cross/CASE	4
IBAX Healthcare Systems	4/92	Med	3
IBM Information Network See: Advantis			
IBM Integrated Systems Solutions Corporation	5/93	Bank, Ins, Med, Dis, Tran, Man, Tele, Util	8, 7, 1
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INFO GROUP (THE)	5/91	Cross	3
Information America, Inc.	6/92	BServ	2
Information Builders, Inc.	5/91	Cross	4, 3, 6
Information Management Corporation	4/93	RDis	3, 6
Information Resources, Inc.	3/93	DMan, Dis	1, 2
Information Systems of America, Inc. (acquired by SunGard Data Systems)	9/92	Ins	3
Informix Corporation	4/92	Cross	4, 3
Ingres Corporation See: (The) ASK Companies			
Integral Systems, Inc.	4/92	Cross/AC/HR	3
Integrated Health Systems, Inc.	11/92	Med	3
IntelliCorp	1/92	Cross	4, 6
Intelogic Trace, Inc.	3/93	Cross	6
Interactive Data Corporation	12/91	Cross/DB	2
Intergraph Corporation	4/93	Cross/ES	5
Interleaf, Inc.	11/92	Cross/SA	3
Intermetrics, Inc.	7/92	Fed	6
Internet Systems Corporation	7/91	Bank	3, 6
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JWP Information Services	10/92	Cross	6
Keane, Inc.	6/92	Cross	6
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Liant Software Corporation	2/93	Cross	4
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Lloyd Bush & Associates	8/91	Cross/EDI	3
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Logicon, Inc.	7/93	Fed	6
Logisticon, Inc.	2/91	WDis, DMan	5
Loral Corporation	10/92	Fed	6, 7, 8
Lotus Development Corporation	10/91	Cross	3
MacNeal-Schwendler Corporation (The)	6/93	Cross/ES	3
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U.S. Information Services Vendor Analysis Program
(VAP)

Vendor Profiles

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Shared Medical Systems Corporation	7/92	Med	1, 3, 5
SHL Systemhouse Inc.	3/93	Cross	7, 6
SofTech, Inc.	1/92	Fed	6, 7
Softlab Inc.	11/91	Cross/CASE	4
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Sprint Corporation	10/92	Cross	2
SPSS Inc.	3/91	Cross/ES	3

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Sterling Software, Inc.	6/92	Cross, Fed, RDis Bank	6, 8, 4 3, 2
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SYSCON Corporation	5/92	Fed	6, 7, 8
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Systems Center, Inc. (acquired by Sterling Software)	6/92	Cross	4
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Technology Solutions Company (TSC)	12/92	Dis, DMan, PMan, Bank, Ins	7
Telecredit, Inc. See: Equifax, Inc.			
Telerate, Inc. See: Dow Jones Telerate			
Terrano Corporation	6/92	Med	5
Tesseract Corporation	9/91	Cross/HR	3, 6

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Timberline Software Corporation	4/92	BServ, Misc	3
Total System Services, Inc.	5/92	Bank	1
Transportation Management Techniques, Inc.	5/91	Cross/SA	3, 5
Trax Softworks, Inc.	10/92	Cross/PA	3
Triad Systems Corporation	3/92	RDis	5
TRW Information Systems & Services	12/92	RDis, Bank	2, 7
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Fed	- Federal government
Ins	- Insurance
Loc	- Local government
Man	- Manufacturing
Med	- Medical
PMan	- Process manufacturing
PServ	- Personal/consumer services
RDis	- Retail distribution
St	- State government
Tele	- Telecommunications
Tran	- Transportation
Util	- Utilities
WDis	- Wholesale distribution
Misc	- Construction/agriculture

Cross Industry Application Solutions

AC	- Accounting
ES	- Engineering/scientific
ET	- Education and training
HR	- Human resources
OS	- Office systems
PA	- Planning and analysis
SA	- Sales/marketing/other

Other

CASE	- Computer-aided software engineering
COM	- Computer output microfilm
DB	- On-line data base services
DR	- Disaster recovery
EDI	- Electronic data interchange

Service Modes

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Synercom Technology, Inc.	5/93	Cross/ES	3
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System Integrators, Inc.	4/92	PMan	5
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Telerate, Inc. See: Dow Jones Telerate			
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Timberline Software Corporation	4/92	BServ, Misc	3
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St	- State government
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Misc	- Construction/agriculture

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PA	- Planning and analysis
SA	- Sales/marketing/other

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DB	- On-line data base services
DR	- Disaster recovery
EDI	- Electronic data interchange

Service Modes

1 = Processing Services
2 = Network Services
3 = Applications Software
4 = Systems Software
5 = VAR/Turnkey Systems
6 = Professional Services
7 = Systems Integration
8 = Systems Operations

CONTENTS

Company Name	Date	Primary Markets	Primary Service Modes
ACS/Premenos See: Premenos Corp.			
Acxiom Corporation	1/92	Cross/SA	1, 2, 5
Adobe Systems Inc.	4/92	Cross/OS	4
Advanced Data Management, Inc.	5/91	Cross	4, 6
Advanced Ideas Inc.	8/91	Educ	3
Advanced Systems for Cellular (merged into Nationwide Cellular Service, Inc.)			
Advantage Systems, Inc.	6/91	Bank/EDI	3, 6
Advantis	4/93	Cross	1, 2
Affiliated Computer Services, Inc.	10/92	Bank, Cross	1, 8
AGS Information Services, Inc.	8/91	DMan, PMan, Tele Bank	6, 7
AICorp, Inc. (merged with Aion Corp. to form Trinzic Corp.)	2/92	Cross	4
Aldus Corporation	6/92	Cross/OS	3
American Business Computers	4/91	Cross/EDI	3
American Express Information Services Corporation	12/91	Bank, Med, Retail, Tele	1, 2, 3, 5
American Management Systems, Inc.	7/92	Bank, Fed, Loc, Educ	6, 7
American Software, Inc.	1/92	Cross, DMan, Dis, Med	3
Ameritech	5/92	Cross	6, 7, 3

Anacomp, Inc.	1/93	Cross/COM	1
Analysts International Corporation	10/92	Cross	6
Andersen Consulting	12/91	Cross	7, 6
APL Group, Inc. (The)	5/91	Cross/EDI	4
Applied Business Technologies, Inc.	11/91	Edu	3
Applied Communications, Inc.	11/92	Bank	3, 6
Applied Learning International, Inc. See: National Education Training Group			
Arkansas Systems, Inc.	1/91	Bank, Cross	3, 4, 6
Arthur D. Little	12/90	Cross	6
ASA International Ltd.	5/92	DMan, Dis, Tran	5
Ashton-Tate See: Borland International			
ASK Group, Inc. (The)	2/93	DMan, PMan, Cross	3, 4, 5
Autodesk, Inc.	7/92	Cross/ES	3
AutoInfo, Inc.	3/92	RDis	2, 5
Automated Concepts Incorporated	2/93	Cross	6
Automatic Data Processing, Inc.	11/91	Cross/HR, AC	1
Auto-trol Technology Corporation	3/91	Cross/ES	5
Bachman Information Systems, Inc.	12/91	Cross/CASE	4
Barrister Information Systems Corporation	1/92	BServ	5
BDM Holdings, Inc.	7/92	Fed	6
Bell Atlantic Business Systems Services	10/92	Cross	6
Bell Atlantic Corporation	8/92	Cross	6, 3, 4, 7
BellSouth Corporation	10/92	Cross	2, 6, 7
BGS Systems, Inc.	6/91	Cross	4
Birmingham Computer Group, Inc.	7/91	Cross/EDI	4
BISYS Group, Inc. (The)	4/92	Bank	1
Bluebird Systems, Inc.	8/89	Cross	3, 4
BMC Software, Inc.	9/92	Cross	4
Boeing Computer Services Company	1/89	Fed, Cross	6, 7, 1, 8
Boole & Babbage, Inc.	5/92	Cross	4
Borland International, Inc.	12/92	Cross	3, 4
Brandon Systems Corporation	2/93	Cross	6
Broadway & Seymour, Inc.	2/93	Bank	7, 3

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Broderbund Software, Inc.	2/92	Cross/PServ	3
BT North America Inc.	6/91	Cross	2, 1, 6
CACI International	1/91	Fed	6, 8
Cadence Design Systems, Inc.	8/91	Cross/ES	3
Cadre Technologies Inc.	9/91	Cross/CASE	4
Caere Corporation	8/92	RDis/Cross	3
Calidus Systems, Inc.	5/92	DMan, PMan, RDis	3, 7
Cambar Software, Inc.	4/92	WDis, DMan	3
Cambridge Technology Partners	10/92	Ins, Tran, Tele	7
Candle Corporation	4/92	Cross	4
CAP GEMINI AMERICA	3/93	Cross	6, 7
Carter-Pertaine, Inc.	8/91	Educ	3
Cass Logistics, Inc.	7/91	DMan, PMan, Tran, Dis	1, 3
CCH Computax, Inc.	4/92	BServ	1
CCS Technology Group, Inc.	12/92	RDis, Util, Bank	3
CE Software Holdings, Inc.	6/92	Cross	3, 4
Centel Federal Systems, Inc.	2/91	Fed	7
Central Point Software, Inc.	6/92	Cross	4
Cerner Corporation	6/92	Med	5
CGI Systems, Inc.	9/92	Cross/CASE	4
Cincinnati Bell Information Systems Inc.	10/92	Bank, Tele, Fed	6, 7, 3, 1
Cincom Systems, Inc.	3/93	Cross	4, 3
C.I.S. Technologies, Inc.	6/92	Med	1
Citicorp Information Resources See: FIserv, Inc.			
C.M. Computers, Inc.	2/92	Med	5
CMS/DATA Corporation	10/92	BServ	5
Cognitive Systems, Inc.	12/92	Bank	6
Cognos Incorporated	7/91	Cross	4
COIN Banking Systems, Inc.	8/92	Bank	3
COIN Dealership Systems, Inc.	8/92	RDis	5
Comdata Holdings Corporation	9/92	Tran, RDis, PServ	1, 2
Comdisco Disaster Recovery Services, Inc.	2/93	Cross/DR	1
Communications Software, Inc.	9/91	Tele	5

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Comp-U-Check, Inc.	8/91	RDis, Bank	1, 2
CompuServe Incorporated	11/91	Cross/DB	2, 3
Computer Associates International, Inc.	10/91	Cross, DMan	4, 3
Computer Corporation of America See: Praxis International Inc.			
Computer Data Systems, Inc.	4/91	Fed	6, 3, 1
Computer Horizons Corp.	8/91	DMan, PMan, Tele, Bank	6, 7
Computer Language Research, Inc.	7/91	BServ, Cross	1
Computer Power Group	3/92	Cross	6, 7
Computer Sciences Corporation	10/92	Fed, Ins, Cross	6, 7, 8
Computer Task Group, Inc.	9/92	DMan, PMan, Bank	6, 7
Computerized Lodging Systems, Inc.	9/91	BServ	5
ComputerLand Corporation	3/93	Cross	5
CompuTrac, Inc.	12/92	BServ	5
Compuware Corporation	12/92	Cross	4
Comshare, Inc.	3/93	Cross/PA	3
Concord Computing Corporation	2/92	RDis, Bank, Tran	1, 2
Consilium, Inc.	3/92	DMan, PMan	3
Continuum Company, Inc. (The)	8/92	Ins	6, 3, 1
Cornell Computer Corporation See: Computer Power Group			
Corporate Software, Inc.	3/93	Cross	5
Corporate Systems, Ltd.	3/93	Cross/HR	1
Cortex Corporation	2/92	Cross/CASE	4
Credit Card Software, Inc. See: CCS Technology Group, Inc.			
CROSS ACCESS Corporation	12/92	Cross	4
Cutler-Williams, Inc.	6/91	Cross	6, 7
CYBERTEK Corporation	8/92	Ins	3, 1
Cyborg Systems, Inc.	7/91	Cross/HR	3, 6
CyCare Systems, Inc.	5/92	Med	1, 5, 8
Datalex, Inc.	9/91	Cross	4
Dataserv, Inc.	9/92	Cross	6
Datatel	9/91	Educ	5, 3
DB/ACCESS Inc. See: CROSS ACCESS Corporation			

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Delphi Information Systems, Inc.	9/92	Ins	5
Deluxe Data Systems, Inc.	4/93	Bank, RDis	1, 2, 3
Dialcom Group See: BT North America			
Dialog Information Services, Inc.	11/90	Cross/DB	2
Diebold, Inc.	9/92	Cross	6
Distribution Sciences, Inc. (acquired by American Software)			
DMR Group Inc.	11/92	Gov, Bank, DMan PMan, RDis, Tran	6, 7
DNS Associates, Inc.	4/91	Cross/EDI	3, 6
DST Systems, Inc.	10/92	Bank, Ins	1
Dun & Bradstreet Software Services, Inc.	12/91	Cross/HR/AC DMan	3
DYATRON Corporation See: SunGard Data Systems			
Easel Corporation	5/92	Cross	4
EDI, Inc.	6/91	Cross/EDI	3, 4
Effective Management Systems, Inc.	1/90	DMan, WDis	5
ELCOMP Systems, Inc.	9/91	Med	5
Electronic Data Systems Corporation	11/91	Bank, Ins, Fed	1, 6, 7, 8
Elke Corporation	7/92	Cross/SA	3
ENVOY Corporation	5/92	Bank, RDis	1
Equifax Inc.	8/92	Ins, Bank, RDis	1, 2, 3
Factorial Systems, Inc.	6/91	DMan	3
FDP Corp.	4/93	Ins	3, 1
Financial Decision Systems, Inc.	5/91	Cross/AC	3, 6
First Data Resources Inc.	3/90	Bank	1
First Financial Management Corporation	11/91	Bank	1, 2
FIserv, Inc.	8/91	Bank	1, 8, 3
Friedman & Associates, Inc.	5/92	DMan, PMan, WDis	3
GE Computer Service, Inc.	9/92	Cross	6
GE Information Services	12/91	Bank, DMan, PMan, Cross	1, 2
GENESYS Software Systems, Inc.	12/92	Cross/HR	3
Genix Group (The)	4/93	PMan, DMan, Bank, Ins, Med	8
GeoVision Corporation	8/92	Cross/ES	3

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Gerber Alley (acquired by First Data Corporation)	3/91	Med	5
Gerber Scientific, Inc.	11/91	Cross/ES, DMan PMan	5
Global Information Systems Technology, Inc.	3/92	Cross/ET	3, 5, 7
Global Software, Inc.	10/91	Cross/AC, Med	3
Goal Systems International Inc. (acquired by LEGENT)	8/91	Cross	4
Grumman Data Systems and Services Group	9/92	Fed	6, 7
GSI Transcomm	8/92	Cross/AC	3, 6
Gupta Corporation	3/93	Cross	4
HBO & Company	8/91	Med	5, 1, 6
Health Data Sciences Corporation	6/91	Med	5
Health Management Systems, Inc.	6/92	Med	8
Heuristima Corporation	5/91	DMan, BServ	5
Hogan Systems, Inc.	8/92	Bank	3
Holland Systems Corporation	7/92	Cross/CASE	4
IBAX Healthcare Systems	4/92	Med	3
IBM Information Network See: Advantis			
IMREX Computer Systems, Inc.	7/92	WDis, RDis, DMan	3, 6
IMRS Inc.	1/93	Cross/PA	3
Infocel See: Electronic Data Systems			
INFO GROUP (THE)	5/91	Cross	3
Information America, Inc.	6/92	BServ	2
Information Builders, Inc.	5/91	Cross	4, 3, 6
Information Management Corporation	4/93	RDis	3, 6
Information Resources, Inc.	3/93	DMan, Dis	1, 2
Information Science Incorporated See: Computer Associates			
Information Systems of America, Inc.	9/92	Ins	3
Informix Corporation	4/92	Cross	4, 3
Ingres Corporation See: (The) ASK Companies			
Insurnet, Inc.	2/91	Ins	5

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Integral Systems, Inc.	4/92	Cross/AC/HR	3
Integrated Health Systems, Inc.	11/92	Med	3
Integrated Microcomputer Systems, Inc.	7/89	Fed	6, 7
IntelliCorp	1/92	Cross	4, 6
Intelogic Trace, Inc.	3/93	Cross	6
Interactive Data Corporation	12/91	Cross/DB	2
Intergraph Corporation	4/93	Cross/ES	5
Interleaf, Inc.	11/92	Cross/SA	3
Intermetrics, Inc.	7/92	Fed	6
Internet Systems Corporation	7/91	Bank	3, 6
Intersolv	11/92	Cross/CASE	4
Intuit Inc.	2/93	PServ/Cross	3
ISI Systems, Inc. (merged into Teleglobe)			
ISM Information Systems Management Corporation	5/92	Fed, St, Bank	8, 7, 1, 2
J.D. Edwards & Company	9/91	Cross/AC/HR	3
JWP Information Services	10/92	Cross	6
Keane, Inc.	6/92	Cross	6
K.K. Ashisuto	7/90	Cross	3, 4
Kleinschmidt, Inc.	2/91	Cross/EDI	2
KnowledgeWare, Inc.	3/92	Cross/CASE	4
Landmark Systems Corporation	4/91	Cross	4
Lawson Associates See: Lawson Software			
Lawson Software	1/93	Cross/AC/HR	3, 6
Learning Group International, Inc.	3/93	Cross/ET	6
Learning Tree International See: Learning Group International			
LEGENT Corporation	4/92	Cross	4
Liant Software Corporation	2/93	Cross	4
Litton Computer Services	12/92	Fed, Cross	1, 6, 7
Lloyd Bush & Associates	8/91	Cross/EDI	3
Logica Data Architects, Inc.	1/91	Bank, Ins, Tele	6, 3
Logicon, Inc.	1/91	Fed	6
Logisticon, Inc.	2/91	WDis, DMan	5
Loral Corporation	10/92	Fed	6, 7, 8

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Lotus Development Corporation	10/91	Cross	3
MacNeal-Schwendler Corporation (The)	7/92	Cross/ES	3
Madic-Compufact Corporation	2/92	DMan	5, 6
Manatron, Inc.	9/92	St, Loc	5, 3
Marcam Corporation	2/93	PMan	3
Martin Marietta Information Systems Group	6/90	Fed	7, 6, 8
May & Speh, Inc.	6/92	Cross	1
MCBA, Inc.	4/91	Cross/AC, WDis DMan	3, 6
Mead Data Central	3/93	Cross/DB	2
Media Cybernetics, Inc.	12/91	Cross	3, 4
Medical Information Technology, Inc.	2/90	Med	3
MEDSTAT Systems, Inc.	3/92	Med	2, 6
Mellon Bank Fee-Based Services	11/92	Bank	1, 3
Mentor Graphics Corporation	12/92	Cross/ES/SA	5, 3
Micro Healthsystems, Inc.	1/92	Med	3, 5
Micro-MRP, Inc.	5/90	DMan	3
Microsoft Corporation	1/93	Cross/OS	3, 4
M&I Data Services, Inc.	8/92	Bank	1, 3, 8
Mozart Systems Corporation	10/91	Cross	4
MPACT EDI Systems	3/93	DMan, RDis, Tran	4
MPSI Systems Inc.	3/89	Cross/SA/PA	3
Mutual Services Inc.	2/92	Bank	1, 2
National Data Corporation	12/92	RDis, Bank, Med	1, 2, 5
National Distributor Systems, Inc.	3/92	WDis	5
National Education Training Group	10/92	Cross/ET	6
Network Computing Corporation	10/92	Util, Loc	3, 5, 1
Network Equipment Technologies, Inc.	10/91	Cross	4
Network Management, Inc. See: NMI			
Newtrend	12/91	Bank	1, 3, 8
Neuron Data, Inc.	11/91	Cross	4
Nichols & Company	8/91	Cross	3
NMI	10/92	St, Fed, Cross	6, 7, 8
Octel Communications Corporation	12/92	Cross	5, 2
Oracle Systems Corporation	11/91	Cross	4, 3

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Pacific Telesis Group	11/92	Cross	2, 6, 7
Parametric Technology Corporation	2/93	DMan	3
Paychex, Inc.	9/92	Cross/HR	1
Pay-Fone Systems, Inc.	12/92	Cross/HR	1
PBL Associates	1/91	Cross/AC	3
PDA Engineering	1/93	Cross/ES	3
Pentamation Enterprises, Inc.	4/92	Educ, St, Loc	3, 5, 7
PeopleSoft, Inc.	3/93	Cross/HR	3
Perot Systems Corporation	9/92	Bank, Ins, Man	6, 7, 8
Perwill Incorporated	3/91	Cross/EDI	3
Physicians Practice Management	3/93	Med	3
Piedmont Systems Incorporated	6/91	Cross/EDI	3
Pilot Executive Software	3/92	Cross/PA	3
PKS Information Services, Inc.	6/92	Cross	8
Policy Management Systems Corporation	5/92	Ins	1, 3
Powersoft Corporation	2/93	Cross	4
Praxis International Inc.	1/93	Cross, ES	4, 3, 6
PRC Inc.	3/92	Fed	6, 7
Precision Visuals, Inc. (merged with IMSL, Inc. to form Visual Numerics)	4/92	Cross/ES	3, 6
Premenos Corp.	9/92	Cross/EDI	3
Profitkey International, Inc.	1/91	DMan	3, 5
Progress Software Corporation	5/92	Cross	4
Project Software & Development, Inc.	1/93	Cross	3
Proprietary Software Systems, Inc.	2/92	Fed	6
qad.inc	9/92	DMan, PMan	3, 6
Quality Systems, Inc.	7/92	Med	5
Quorum Legal Systems	10/91	BServ	5
Quotron Systems, Inc.	8/92	Bank, Cross/DB	2, 1
RAILINC Corporation	6/91	Trans	2
RealWorld Corporation	8/91	Cross/AC	3
Redshaw, Inc. (acquired by Delphi Information Systems)			
Release Management Systems	5/91	Cross/EDI	4
Retix	10/91	Cross	4

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Reynolds and Reynolds Company (The)	1/93	RDis, Med	5
Ross Systems, Incorporated	11/92	Cross/AC	3
Santa Cruz Operation, Inc. (The)	5/91	Cross	4, 3
SAP America, Inc.	4/92	Cross/AC	3
SAS Institute Inc.	4/92	Cross/PA	3, 4
Satellite Computing, Inc.	6/91	Dis, DMan	3
SAZTEC International, Inc.	1/91	Tele	1
Science Applications International Corporation	12/92	Fed	6, 7
Scientific Systems Services, Inc. See: Computer Task Group			
SCS/Compute, Inc.	7/92	BServ	1, 3
SEI Corporation	5/91	Bank	1, 8, 3
Shared Financial Systems, Inc.	1/91	Bank, RDis	3, 6
Shared Medical Systems Corporation	7/92	Med	1, 3, 5
SHL Systemhouse Inc.	3/93	Cross	7, 6
SofTech, Inc.	1/92	Fed	6, 7
Softlab Inc.	11/91	Cross/CASE	4
Software Publishing Corporation	3/92	Cross/OS	3
Sprint Corporation	10/92	Cross	2
SPSS Inc.	3/91	Cross/ES	3
State of The Art, Inc.	7/91	Cross/AC	3
Sterling Software, Inc.	6/92	Cross, Fed, RDis Bank	6, 8, 4 3, 2
Sterling Software Applications Software Group See: Sterling Software EDI Group			
Sterling Software EDI Group	5/92	Cross/EDI	3, 2
Sterling Software Federal Systems Group	6/92	Fed	6, 8
Sterling Software Systems Software Group	6/92	Cross	4
STM Systems Corp. See: ISM			
Stockholder Systems, Inc.	2/91	Bank, Util	3
Stonehouse & Company	8/91	Cross	3
St. Paul Software	6/91	DMan, Dis	1, 3, 6
STSC, Inc.	12/90	Cross	3, 4
SunGard Data Systems Inc.	9/91	Bank, Cross/DR	1, 3

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Supply Tech, Inc.	5/91	Cross/EDI	4
Sybase	8/91	Cross	4, 6
Symantec Corporation	10/91	Cross/PA	3, 4
Symix Computer Systems, Inc.	4/93	DMan	5
Synercom Technology, Inc.	4/91	Cross/ES	3
SYSCON Corporation	5/92	Fed	6, 7, 8
Systematics, Inc.	4/92	Bank	8, 3
System Integrators, Inc.	4/92	PMan	5
System Software Associates, Inc.	4/92	DMan, Dis	3
Systems & Computer Technology Corporation	3/92	Educ, St, Loc, Fed	8, 3
Systems Center, Inc.	6/92	Cross	4
TDS Healthcare Systems Corporation	6/91	Med	3, 1
TEC Computer Systems, Inc. See: ASA International Ltd.			
Technalysis Corporation	7/92	Cross	6
Technology Solutions Company (TSC)	12/92	Dis, DMan, PMan, Bank, Ins	7
Telecredit, Inc. See: Equifax, Inc.			
Telerate, Inc. (subsidiary of Dow Jones)	1/90	Bank, Cross	2
Terrano Corporation	6/92	Med	5
Tesseract Corporation	9/91	Cross/HR	3, 6
Timberline Software Corporation	4/92	BServ, Misc	3
Total System Services, Inc.	5/92	Bank	1
Transportation Management Techniques, Inc.	5/91	Cross/SA	3, 5
Trax Softworks, Inc.	10/92	Cross/PA	3
Triad Systems Corporation	3/92	RDis	5
TRW Information Systems & Services	12/92	RDis, Bank	2, 7
TSC See: Technology Solutions Company			
TSI International	4/91	Cross, EDI	3, 4
Unify Corporation	1/91	Cross	4
United Information Technologies Corp.	2/90	Tele	6
U.S. Intelco Network, Inc.	2/93	Tele	1
U S WEST Inc.	6/92	Tele, Cross	1, 2, 3, 4

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Verity, Incorporated (acquired by Frame Technology)	6/91	Cross	4
VMARK Software, Inc.	6/92	Cross	4
Volt Delta Resources, Inc.	7/91	Tele	6
Walker Interactive Systems, Inc.	5/92	Cross	3
Warner Computer Systems, Inc. See: Warner Insurance Services			
Warner Insurance Services, Inc.	3/93	Ins, Bank	8, 1
Wavefront Technologies	7/91	Cross/ES	3
Westbridge Computer Corporation See: ISM			
Westinghouse Communications	8/91	Cross	2, 6
WordPerfect Corporation	12/92	Cross/OS/PA	3
WordStar International Incorporated	4/92	Cross/OS	3
Worldwide Chain Store Systems Inc.	3/91	RDis, WDis	3
Xerox Computer Services	6/92	DMan, WDis	3
Xyvision, Inc.	10/92	Cross/SA	3

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Key to Table of Contents

Primary Markets

Industry Specific

Bank	- Banking and finance
BServ	- Services (accountants, lawyers)
Dis	- Distribution
DMan	- Discrete manufacturing
Educ	- Education
Fed	- Federal government
Ins	- Insurance
Loc	- Local government
Man	- Manufacturing
Med	- Medical
PMan	- Process manufacturing
PServ	- Personal/consumer services
RDis	- Retail distribution
St	- State government
Tele	- Telecommunications
Tran	- Transportation
Util	- Utilities
WDis	- Wholesale distribution
Misc	- Construction/agriculture

Cross Industry Application Solutions

AC	- Accounting
ES	- Engineering/scientific
ET	- Education and training
HR	- Human resources
OS	- Office systems
PA	- Planning and analysis
SA	- Sales/marketing/other

Other

CASE	- Computer-aided software engineering
COM	- Computer output microfilm
DB	- On-line data base services
DR	- Disaster recovery
EDI	- Electronic data interchange

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1 = Processing Services
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Broadway & Seymour, Inc.	2/93	Bank	7, 3
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Central Point Software, Inc.	6/92	Cross	4
Cerner Corporation	6/92	Med	5
CGI Systems, Inc.	9/92	Cross/CASE	4
Cincinnati Bell Information Systems Inc.	10/92	Bank, Tele, Fed	6, 7, 3, 1
Cincom Systems, Inc.	3/93	Cross	4, 3
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Citicorp Information Resources See: FIserv, Inc.			
C.M. Computers, Inc.	2/92	Med	5
CMS/DATA Corporation	10/92	BServ	5
Cognitive Systems, Inc.	12/92	Bank	6
Cognos Incorporated	7/91	Cross	4
COIN Banking Systems, Inc.	8/92	Bank	3
COIN Dealership Systems, Inc.	8/92	RDis	5
Comdata Holdings Corporation	9/92	Tran, RDis, PServ	1, 2
Comdisco Disaster Recovery Services, Inc.	2/93	Cross/DR	1
Communications Software, Inc.	9/91	Tele	5
Comp-U-Check, Inc.	8/91	RDis, Bank	1, 2

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CompuServe Incorporated	11/91	Cross/DB	2, 3
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Computer Corporation of America See: Praxis International Inc.			
Computer Data Systems, Inc.	4/91	Fed	6, 3, 1
Computer Horizons Corp.	8/91	DMan, PMan, Tele, Bank	6, 7
Computer Language Research, Inc.	7/91	BServ, Cross	1
Computer Power Group	3/92	Cross	6, 7
Computer Sciences Corporation	10/92	Fed, Ins, Cross	6, 7, 8
Computer Task Group, Inc.	9/92	DMan, PMan, Bank	6, 7
Computerized Lodging Systems, Inc.	9/91	BServ	5
ComputerLand Corporation	3/93	Cross	5
CompuTrac, Inc.	12/92	BServ	5
Compuware Corporation	12/92	Cross	4
Comshare, Inc.	3/93	Cross/PA	3
Concord Computing Corporation	2/92	RDis, Bank, Tran	1, 2
Consilium, Inc.	3/92	DMan, PMan	3
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Corporate Systems, Ltd.	3/93	Cross/HR	1
Cortex Corporation	2/92	Cross/CASE	4
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CROSS ACCESS Corporation	12/92	Cross	4
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Cyborg Systems, Inc.	7/91	Cross/HR	3, 6
CyCare Systems, Inc.	5/92	Med	1, 5, 8
Datalex, Inc.	9/91	Cross	4
Dataserv, Inc.	9/92	Cross	6
Datatel	9/91	Educ	5, 3
DB/ACCESS Inc. See: CROSS ACCESS Corporation			
Deere Tech Services	2/90	DMan, Fed	6

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Deluxe Data Systems, Inc.	9/92	Bank, RDis	1, 2, 3
Dialcom Group See: BT North America			
Dialog Information Services, Inc.	11/90	Cross/DB	2
Diebold, Inc.	9/92	Cross	6
Distribution Sciences, Inc.	3/92	DMan, RDis, WDis	3, 2
DMR Group Inc.	11/92	Gov, Bank, DMan PMan, RDis, Tran	6, 7
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DST Systems, Inc.	10/92	Bank, Ins	1
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ELCOMP Systems, Inc.	9/91	Med	5
Electronic Data Systems Corporation	11/91	Bank, Ins, Fed	1, 6, 7, 8
Elke Corporation	7/92	Cross/SA	3
ENVOY Corporation	5/92	Bank, RDis	1
Equifax Inc.	8/92	Ins, Bank, RDis	1, 2, 3
Factorial Systems, Inc.	6/91	DMan	3
FDP Corp.	4/92	Ins	3, 1
Financial Decision Systems, Inc.	5/91	Cross/AC	3, 6
First Data Resources Inc.	3/90	Bank	1
First Financial Management Corporation	11/91	Bank	1, 2
FIserv, Inc.	8/91	Bank	1, 8, 3
ForceTen Computer Services Limited	2/90	Cross	1
Friedman & Associates, Inc.	5/92	DMan, PMan, WDis	3
GE Computer Service, Inc.	9/92	Cross	6
GE Information Services	12/91	Bank, DMan, PMan, Cross	1, 2
GENESYS Software Systems, Inc.	12/92	Cross/HR	3
Genix Group (The)	11/92	PMan, DMan, Bank, Ins, Med	8

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GeoVision Corporation	8/92	Cross/ES	3
Gerber Alley (acquired by First Data Corporation)	3/91	Med	5
Gerber Scientific, Inc.	11/91	Cross/ES, DMan PMan	5
Global Information Systems Technology, Inc.	3/92	Cross/ET	3, 5, 7
Global Software, Inc.	10/91	Cross/AC, Med	3
Goal Systems International Inc. (acquired by LEGENT)	8/91	Cross	4
Grumman Data Systems and Services Group	9/92	Fed	6, 7
GSI Transcomm	8/92	Cross/AC	3, 6
Gupta Corporation	3/93	Cross	4
HBO & Company	8/91	Med	5, 1, 6
Health Data Sciences Corporation	6/91	Med	5
Health Management Systems, Inc.	6/92	Med	8
Heuristima Corporation	5/91	DMan, BServ	5
Hogan Systems, Inc.	8/92	Bank	3
Holland Systems Corporation	7/92	Cross/CASE	4
IBAX Healthcare Systems	4/92	Med	3
IBM Information Network	5/92	Cross	1, 2
IMREX Computer Systems, Inc.	7/92	WDis, RDis, DMan	3, 6
IMRS Inc.	1/93	Cross/PA	3
Infocel See: Electronic Data Systems			
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Information America, Inc.	6/92	BServ	2
Information Builders, Inc.	5/91	Cross	4, 3, 6
Information Management Corporation	10/90	RDis	3, 6
Information Resources, Inc.	3/93	DMan, Dis	1, 2
Information Science Incorporated See: Computer Associates			
Information Systems of America, Inc.	9/92	Ins	3
Informix Corporation	4/92	Cross	4, 3
Ingres Corporation See: (The) ASK Companies			
Insurnet, Inc.	2/91	Ins	5

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Integrated Health Systems, Inc.	11/92	Med	3
Integrated Microcomputer Systems, Inc.	7/89	Fed	6, 7
IntelliCorp	1/92	Cross	4, 6
Intelogic Trace, Inc.	3/93	Cross	6
Interactive Data Corporation	12/91	Cross/DB	2
Intergraph Corporation	12/89	Cross/ES	5
Interleaf, Inc.	11/92	Cross/SA	3
Intermetrics, Inc.	7/92	Fed	6
Internet Systems Corporation	7/91	Bank	3, 6
Intersolv	11/92	Cross/CASE	4
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ISI Systems, Inc. (merged into Teleglobe)			
ISM Information Systems Management Corporation	5/92	Fed, St, Bank	8, 7, 1, 2
J.D. Edwards & Company	9/91	Cross/AC/HR	3
JWP Information Services	10/92	Cross	6
Keane, Inc.	6/92	Cross	6
K.K. Ashisuto	7/90	Cross	3, 4
Kleinschmidt, Inc.	2/91	Cross/EDI	2
KnowledgeWare, Inc.	3/92	Cross/CASE	4
Landmark Systems Corporation	4/91	Cross	4
Lawson Associates See: Lawson Software			
Lawson Software	1/93	Cross/AC/HR	3, 6
Learning Group International, Inc.	3/93	Cross/ET	6
Learning Tree International See: Learning Group International			
LEGENT Corporation	4/92	Cross	4
Liant Software Corporation	2/93	Cross	4
Litton Computer Services	12/92	Fed, Cross	1, 6, 7
Lloyd Bush & Associates	8/91	Cross/EDI	3
Logica Data Architects, Inc.	1/91	Bank, Ins, Tele	6, 3
Logicon, Inc.	1/91	Fed	6
Logisticon, Inc.	2/91	WDis, DMan	5
Loral Corporation	10/92	Fed	6, 7, 8

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Lotus Development Corporation	10/91	Cross	3
MacNeal-Schwendler Corporation (The)	7/92	Cross/ES	3
Madic-Compufact Corporation	2/92	DMan	5, 6
Manatron, Inc.	9/92	St, Loc	5, 3
Marcam Corporation	2/93	PMan	3
Martin Marietta Information Systems Group	6/90	Fed	7, 6, 8
May & Speh, Inc.	6/92	Cross	1
MCBA, Inc.	4/91	Cross/AC, WDis DMan	3, 6
Mead Data Central	3/93	Cross/DB	2
Media Cybernetics, Inc.	12/91	Cross	3, 4
Medical Information Technology, Inc.	2/90	Med	3
MEDSTAT Systems, Inc.	3/92	Med	2, 6
Mellon Bank Fee-Based Services	11/92	Bank	1, 3
Mentor Graphics Corporation	12/92	Cross/ES/SA	5, 3
Micro Healthsystems, Inc.	1/92	Med	3, 5
Micro-MRP, Inc.	5/90	DMan	3
Microsoft Corporation	1/93	Cross/OS	3, 4
M&I Data Services, Inc.	8/92	Bank	1, 3, 8
Mozart Systems Corporation	10/91	Cross	4
MPACT EDI Systems	3/93	DMan, RDis, Tran	4
MPSI Systems Inc.	3/89	Cross/SA/PA	3
Mutual Services Inc.	2/92	Bank	1, 2
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National Distributor Systems, Inc.	3/92	WDis	5
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Nichols & Company	8/91	Cross	3
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Octel Communications Corporation	12/92	Cross	5, 2
Oracle Systems Corporation	11/91	Cross	4, 3

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Pacific Telesis Group	11/92	Cross	2, 6, 7
Parametric Technology Corporation	2/93	DMan	3
Paychex, Inc.	9/92	Cross/HR	1
Pay-Fone Systems, Inc.	12/92	Cross/HR	1
PBL Associates	1/91	Cross/AC	3
PDA Engineering	1/93	Cross/ES	3
Pentamation Enterprises, Inc.	4/92	Educ, St, Loc	3, 5, 7
PeopleSoft, Inc.	3/93	Cross/HR	3
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Perwill Incorporated	3/91	Cross/EDI	3
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Piedmont Systems Incorporated	6/91	Cross/EDI	3
Pilot Executive Software	3/92	Cross/PA	3
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Policy Management Systems Corporation	5/92	Ins	1, 3
Powersoft Corporation	2/93	Cross	4
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PRC Inc.	3/92	Fed	6, 7
Precision Visuals, Inc. (merged with IMSL, Inc. to form Visual Numerics)	4/92	Cross/ES	3, 6
Premenos Corp.	9/92	Cross/EDI	3
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Progress Software Corporation	5/92	Cross	4
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Quorum Legal Systems	10/91	BServ	5
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RAILINC Corporation	6/91	Trans	2
RealWorld Corporation	8/91	Cross/AC	3
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Release Management Systems	5/91	Cross/EDI	4
Retix	10/91	Cross	4

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Reynolds and Reynolds Company (The)	1/93	RDis, Med	5
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Santa Cruz Operation, Inc. (The)	5/91	Cross	4, 3
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Satellite Computing, Inc.	6/91	Dis, DMan	3
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Science Applications International Corporation	12/92	Fed	6, 7
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SHL Systemhouse Inc.	3/93	Cross	7, 6
SofTech, Inc.	1/92	Fed	6, 7
Softlab Inc.	11/91	Cross/CASE	4
Software Publishing Corporation	3/92	Cross/OS	3
Sprint Corporation	10/92	Cross	2
SPSS Inc.	3/91	Cross/ES	3
State of The Art, Inc.	7/91	Cross/AC	3
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St. Paul Software	6/91	DMan, Dis	1, 3, 6
STSC, Inc.	12/90	Cross	3, 4
SunGard Data Systems Inc.	9/91	Bank, Cross/DR	1, 3

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Symantec Corporation	10/91	Cross/PA	3, 4
Symix Systems, Inc.	7/91	DMan	5
Synercom Technology, Inc.	4/91	Cross/ES	3
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Systematics, Inc.	4/92	Bank	8, 3
System Integrators, Inc.	4/92	PMan	5
System Software Associates, Inc.	4/92	DMan, Dis	3
Systems & Computer Technology Corporation	3/92	Educ, St, Loc, Fed	8, 3
Systems Center, Inc.	6/92	Cross	4
TDS Healthcare Systems Corporation	6/91	Med	3, 1
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Technalysis Corporation	7/92	Cross	6
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Walker Interactive Systems, Inc.	5/92	Cross	3
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Industry Specific

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BServ	- Services (accountants, lawyers)
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DMan	- Discrete manufacturing
Educ	- Education
Fed	- Federal government
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Loc	- Local government
Man	- Manufacturing
Med	- Medical
PMan	- Process manufacturing
PServ	- Personal/consumer services
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Tran	- Transportation
Util	- Utilities
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Misc	- Construction/agriculture

Cross Industry Application Solutions

AC	- Accounting
ES	- Engineering/scientific
ET	- Education and training
HR	- Human resources
OS	- Office systems
PA	- Planning and analysis
SA	- Sales/marketing/other

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CASE	- Computer-aided software engineering
COM	- Computer output microfilm
DB	- On-line data base services
DR	- Disaster recovery
EDI	- Electronic data interchange

Product/Service Offering

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3 = Applications Software
4 = Systems Software
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7 = Systems Integration
8 = Systems Operations

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CyCare Systems, Inc.	5/92	Med	1, 5, 8
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Genix Group (The)	4/93	PMan, DMan, Bank, Ins, Med	8
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Gerber Alley See: First Data Corporation			
Gerber Scientific, Inc.	11/91	Cross/ES, DMan PMan	5
Global Information Systems Technology, Inc.	3/92	Cross/ET	3, 5, 7
Global Software, Inc.	5/93	Cross/AC, Med	3
Goal Systems International Inc. See: LEGENT Corporation			

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Grumman Data Systems and Services Group	9/92	Fed	6, 7
GSI Transcomm	8/92	Cross/AC	3, 6
Gupta Corporation	3/93	Cross	4
HBO & Company	7/93	Med	5, 1, 6
Health Data Sciences Corporation	6/91	Med	5
Health Management Systems, Inc.	6/92	Med	8
Hogan Systems, Inc.	8/92	Bank	3
Holland Systems Corporation	7/92	Cross/CASE	4
IBAX Healthcare Systems	4/92	Med	3
IBM Information Network See: Advantis			
IBM Integrated Systems Solutions Corporation	5/93	Bank, Ins, Med, Dis, Tran, Man, Tele, Util	8, 7, 1
IMREX Computer Systems, Inc.	7/93	WDis, RDis, DMan	3, 6
IMRS Inc.	1/93	Cross/PA	3
INFO GROUP (THE)	8/93	Cross	3
Information America, Inc.	6/92	BServ	2
Information Builders, Inc.	5/91	Cross	4, 3, 6
Information Management Corporation	4/93	RDis	3, 6
Information Resources, Inc.	3/93	DMan, Dis	1, 2
Information Systems of America, Inc. (acquired by SunGard Data Systems)	9/92	Ins	3
Informix Corporation	4/92	Cross	4, 3
Ingres Corporation See: (The) ASK Companies			
Integral Systems, Inc.	4/92	Cross/AC/HR	3
Integrated Health Systems, Inc.	11/92	Med	3
IntelliCorp	1/92	Cross	4, 6
Intelogic Trace, Inc.	3/93	Cross	6
Interactive Data Corporation	12/91	Cross/DB	2
Intergraph Corporation	4/93	Cross/ES	5
Interleaf, Inc.	11/92	Cross/SA	3
Intermetrics, Inc.	7/92	Fed	6
Internet Systems Corporation	7/91	Bank	3, 6
Intersolv	11/92	Cross/CASE	4
Intuit Inc.	2/93	PServ/Cross	3

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ISM Information Systems Management Corporation	8/93	Fed, St, Bank	8, 7, 1, 2
J.D. Edwards & Company	9/91	Cross/AC/HR	3
JWP Information Services	10/92	Cross	6
Keane, Inc.	6/92	Cross	6
K.K. Ashisuto	7/90	Cross	3, 4
Kleinschmidt, Inc.	2/91	Cross/EDI	2
KnowledgeWare, Inc.	3/92	Cross/CASE	4
Landmark Systems Corporation	4/91	Cross	4
Lawson Associates See: Lawson Software			
Lawson Software	1/93	Cross/AC/HR	3, 6
Learning Group International, Inc.	3/93	Cross/ET	6
Learning Tree International See: Learning Group International			
LEGENT Corporation	9/93	Cross	4
Liant Software Corporation	2/93	Cross	4
Litton Computer Services	12/92	Fed, Cross	1, 6, 7
Logica Data Architects, Inc.	1/91	Bank, Ins, Tele	6, 3
Logicon, Inc.	7/93	Fed	6
Loral Corporation	10/92	Fed	6, 7, 8
Lotus Development Corporation	10/91	Cross	3
MacNeal-Schwendler Corporation (The)	6/93	Cross/ES	3
Madic-Compufact Corporation	2/92	DMan	5, 6
Manatron, Inc.	9/92	St, Loc	5, 3
Marcam Corporation	2/93	PMan	3
Martin Marietta Information Systems	9/93	Fed	6, 7, 8
Manugistics, Inc.	6/93	Cross	3, 4
May & Speh, Inc.	6/92	Cross	1
MCBA, Inc.	4/91	Cross/AC, WDis DMan	3, 6
Mead Data Central	3/93	Cross/DB	2
Media Cybernetics, Inc.	12/91	Cross	3, 4
Medical Information Technology, Inc. (MEDITECH)	8/93	Med	3
MEDSTAT Systems, Inc.	3/92	Med	2, 6
Mellon Bank Fee-Based Services	11/92	Bank	1, 3
Mentor Graphics Corporation	12/92	Cross/ES/SA	5, 3

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Micro Healthsystems, Inc.	1/92	Med	3, 5
Microsoft Corporation	1/93	Cross/OS	3, 4
M&I Data Services, Inc.	8/92	Bank	1, 3, 8
Mozart Systems Corporation	7/93	Cross	4
MPACT EDI Systems	3/93	DMan, RDis, Tran	4
Mutual Services Inc.	2/92	Bank	1, 2
National Data Corporation	12/92	RDis, Bank, Med	1, 2, 5
National Distributor Systems, Inc.	3/92	WDis	5
National Education Training Group	10/92	Cross/ET	6
Network Computing Corporation	10/92	Util, Loc	3, 5, 1
Network Equipment Technologies, Inc.	9/93	Cross	4
Network Management, Inc. See: NMI			
Newtrend	7/93	Bank	1, 3, 8
Neuron Data, Inc.	11/91	Cross	4
Nichols & Company	8/91	Cross	3
NMI	10/92	St, Fed, Cross	6, 7, 8
Octel Communications Corporation	12/92	Cross	5, 2
Oracle Systems Corporation	11/91	Cross	4, 3
Pacific Telesis Group	11/92	Cross	2, 6, 7
Parametric Technology Corporation	2/93	DMan	3
Paychex, Inc.	9/92	Cross/HR	1
Pay-Fone Systems, Inc.	12/92	Cross/HR	1
PDA Engineering	1/93	Cross/ES	3
Pentamation Enterprises, Inc.	4/92	Educ, St, Loc	3, 5, 7
PeopleSoft, Inc.	6/93	Cross/HR	3
Perot Systems Corporation	9/92	Bank, Ins, Man	6, 7, 8
Perwill Incorporated	3/91	Cross/EDI	3
Physicians Practice Management	3/93	Med	3
Piedmont Systems Incorporated	6/91	Cross/EDI	3
Pilot Executive Software	3/92	Cross/PA	3
PKS Information Services, Inc.	6/92	Cross	8
Policy Management Systems Corporation	5/92	Ins	1, 3
Powersoft Corporation	2/93	Cross	4
Praxis International Inc.	1/93	Cross, ES	4, 3, 6
PRC Inc.	3/92	Fed	6, 7

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Precision Visuals, Inc. (merged with IMSL, Inc. to form Visual Numerics)	4/92	Cross/ES	3, 6
Premenos Corp.	9/92	Cross/EDI	3
Profitkey International, Inc.	6/93	DMan	3, 5
Progress Software Corporation	5/92	Cross	4
Project Software & Development, Inc.	1/93	Cross	3
Proprietary Software Systems, Inc.	2/92	Fed	6
qad.inc	6/93	DMan, PMan	3, 6
Quality Systems, Inc.	7/92	Med	5
Quorum Legal Systems See: ASA Legal Systems Company			
Quotron Systems, Inc.	8/92	Bank, Cross/DB	2, 1
RAILINC Corporation	7/93	Trans	2
RealWorld Corporation	8/91	Cross/AC	3
Redshaw, Inc. (acquired by Delphi Information Systems)			
Retix	8/93	Cross	4
Reynolds and Reynolds Company (The)	1/93	RDis, Med	5
Ross Systems, Incorporated	11/92	Cross/AC	3
Santa Cruz Operation, Inc. (The)	6/93	Cross	4, 3
SAP America, Inc.	5/93	Cross/AC	3
SAS Institute Inc.	4/92	Cross/PA	3, 4
Satellite Computing, Inc.	6/91	Dis, DMan	3
SAZTEC International, Inc.	1/91	Tele	1
Science Applications International Corporation	12/92	Fed	6, 7
SCS/Compute, Inc.	7/92	BServ	1, 3
SEI Corporation	5/91	Bank	1, 8, 3
Shared Financial Systems, Inc.	6/93	Bank, RDis	3, 6
Shared Medical Systems Corporation	7/92	Med	1, 3, 5
SHL Systemhouse Inc.	3/93	Cross	7, 6
SofTech, Inc.	1/92	Fed	6, 7
Softlab Inc.	11/91	Cross/CASE	4
Software Publishing Corporation	3/92	Cross/OS	3
Sprint Corporation	10/92	Cross	2
SPSS Inc.	3/91	Cross/ES	3
State of The Art, Inc.	7/91	Cross/AC	3

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Sterling Software, Inc.	6/92	Cross, Fed, RDis Bank	6, 8, 4 3, 2
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SunGard Data Systems Inc.	9/91	Bank, Cross/DR	1, 3
Supply Tech, Inc.	9/93	Cross/EDI	4
Sybase	8/91	Cross	4, 6
Symantec Corporation	8/93	Cross/PA	3, 4
Symix Computer Systems, Inc.	4/93	DMan	5
Synercom Technology, Inc.	5/93	Cross/ES	3
SYSCON Corporation	5/92	Fed	6, 7, 8
Systematics, Inc.	4/92	Bank	8, 3
System Integrators, Inc.	4/92	PMan	5
System Software Associates, Inc.	5/93	DMan, Dis	3
Systems & Computer Technology Corporation	3/92	Educ, St, Loc, Fed	8, 3
Systems Center, Inc. (acquired by Sterling Software)	6/92	Cross	4
TDS Healthcare Systems Corporation (acquired by ALLTEL)	8/93	Med	3, 1
Technalysis Corporation	7/92	Cross	6
Technology Solutions Company (TSC)	12/92	Dis, DMan, PMan, Bank, Ins	7
Telecredit, Inc. See: Equifax, Inc.			
Telerate, Inc. See: Dow Jones Telerate			
TELINK Systems, Inc.	8/93	Cross/EDI	3, 4
Terrano Corporation	6/92	Med	5
Tesseract Corporation	9/91	Cross/HR	3, 6
Timberline Software Corporation	4/92	BServ, Misc	3

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Total System Services, Inc.	5/92	Bank	1
Trax Softworks, Inc.	10/92	Cross/PA	3
Triad Systems Corporation	3/92	RDis	5
Trinzic Corporation	9/93	Cross	4
TRW Information Systems & Services	12/92	RDis, Bank	2, 7
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TSI International	7/93	Cross, EDI	3, 4
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U S WEST Inc.	6/92	Tele, Cross	1, 2, 3, 4
Verity, Incorporated (acquired by Frame Technology)	6/91	Cross	4
VMARK Software, Inc.	6/92	Cross	4
Volt Delta Resources, Inc.	7/91	Tele	6
Walker Interactive Systems, Inc.	7/93	Cross	3
Warner Insurance Services, Inc.	3/93	Ins, Bank	8, 1
Wavefront Technologies	7/91	Cross/ES	3
Westinghouse Communications	8/91	Cross	2, 6
WordPerfect Corporation	12/92	Cross/OS/PA	3
WordStar International Incorporated	4/92	Cross/OS	3
Worldwide Chain Store Systems Inc.	3/91	RDis, WDis	3
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Aldus Corporation	6/92	Cross/OS	3
American Business Computers	4/91	Cross/EDI	3
American Express Information Services Corporation See: First Data Corporation			
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Ameritech	5/92	Cross	2, 6, 7, 3
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Analysts International Corporation	10/92	Cross	6
Andersen Consulting	5/93	Cross	7, 6
APL Group, Inc. (The)	5/93	Cross/EDI	4
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Applied Communications, Inc.	11/92	Bank	3, 6
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Arkansas Systems, Inc.	7/93	Bank, Cross	3, 4, 6
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BMC Software, Inc.	9/92	Cross	4
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Brandon Systems Corporation	2/93	Cross	6
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BT North America Inc.	6/91	Cross	2, 1, 6
CACI International	1/91	Fed	6, 8
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CCS Technology Group, Inc.	12/92	RDis, Util, Bank	3
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Comdisco Disaster Recovery Services, Inc.	2/93	Cross/DR	1
Communications Software, Inc.	7/93	Tele	5
Comp-U-Check, Inc.	8/91	RDis, Bank	1, 2
CompuServe Incorporated	11/91	Cross/DB	2, 3
Computer Associates International, Inc.	6/93	Cross, DMan	4, 3
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Computer Task Group, Inc.	6/93	DMan, PMan, Bank	6, 7
Computerized Lodging Systems, Inc.	9/91	BServ	5
ComputerLand Corporation	3/93	Cross	5
CompuTrac, Inc.	12/92	BServ	5
Compuware Corporation	12/92	Cross	4
Comshare, Inc.	3/93	Cross/PA	3
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CROSS ACCESS Corporation	12/92	Cross	4
Cutler-Williams, Inc.	6/91	Cross	6, 7
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Cyborg Systems, Inc.	5/93	Cross/HR	3, 6
CyCare Systems, Inc.	5/92	Med	1, 5, 8
Datalex, Inc.	9/91	Cross	4
Dataserv, Inc.	9/92	Cross	6
Datatel	9/91	Educ	5, 3
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Deluxe Data Systems, Inc.	4/93	Bank, RDis	1, 2, 3
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DST Systems, Inc.	7/93	Bank, Ins	1
Dun & Bradstreet Software Services, Inc.	12/91	Cross/HR/AC DMan	3
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Genix Group (The)	4/93	PMan, DMan, Bank, Ins, Med	8
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Gerber Scientific, Inc.	11/91	Cross/ES, DMan PMan	5
Global Information Systems Technology, Inc.	3/92	Cross/ET	3, 5, 7
Global Software, Inc.	5/93	Cross/AC, Med	3

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Goal Systems International Inc. (acquired by LEGENT)	8/91	Cross	4
Grumman Data Systems and Services Group	9/92	Fed	6, 7
GSI Transcomm	8/92	Cross/AC	3, 6
Gupta Corporation	3/93	Cross	4
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Holland Systems Corporation	7/92	Cross/CASE	4
IBAX Healthcare Systems	4/92	Med	3
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IBM Integrated Systems Solutions Corporation	5/93	Bank, Ins, Med, Dis, Tran, Man, Tele, Util	8, 7, 1
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Information America, Inc.	6/92	BServ	2
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Information Management Corporation	4/93	RDis	3, 6
Information Resources, Inc.	3/93	DMan, Dis	1, 2
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Ingres Corporation See: (The) ASK Companies			
Integral Systems, Inc.	4/92	Cross/AC/HR	3
Integrated Health Systems, Inc.	11/92	Med	3
IntelliCorp	1/92	Cross	4, 6
Intelogic Trace, Inc.	3/93	Cross	6
Interactive Data Corporation	12/91	Cross/DB	2
Intergraph Corporation	4/93	Cross/ES	5
Interleaf, Inc.	11/92	Cross/SA	3
Intermetrics, Inc.	7/92	Fed	6
Internet Systems Corporation	7/91	Bank	3, 6

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Intersolv	11/92	Cross/CASE	4
Intuit Inc.	2/93	PServ/Cross	3
ISM Information Systems Management Corporation	8/93	Fed, St, Bank	8, 7, 1, 2
J.D. Edwards & Company	9/91	Cross/AC/HR	3
JWP Information Services	10/92	Cross	6
Keane, Inc.	6/92	Cross	6
K.K. Ashisuto	7/90	Cross	3, 4
Kleinschmidt, Inc.	2/91	Cross/EDI	2
KnowledgeWare, Inc.	3/92	Cross/CASE	4
Landmark Systems Corporation	4/91	Cross	4
Lawson Associates See: Lawson Software			
Lawson Software	1/93	Cross/AC/HR	3, 6
Learning Group International, Inc.	3/93	Cross/ET	6
Learning Tree International See: Learning Group International			
LEGENT Corporation	4/92	Cross	4
Liant Software Corporation	2/93	Cross	4
Litton Computer Services	12/92	Fed, Cross	1, 6, 7
Lloyd Bush & Associates	8/91	Cross/EDI	3
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Logicon, Inc.	7/93	Fed	6
Loral Corporation	10/92	Fed	6, 7, 8
Lotus Development Corporation	10/91	Cross	3
MacNeal-Schwendler Corporation (The)	6/93	Cross/ES	3
Madic-Compufact Corporation	2/92	DMan	5, 6
Manatron, Inc.	9/92	St, Loc	5, 3
Marcam Corporation	2/93	PMan	3
Martin Marietta Information Systems Group	6/90	Fed	7, 6, 8
Manugistics, Inc.	6/93	Cross	3, 4
May & Speh, Inc.	6/92	Cross	1
MCBA, Inc.	4/91	Cross/AC, WDis DMan	3, 6
Mead Data Central	3/93	Cross/DB	2
Media Cybernetics, Inc.	12/91	Cross	3, 4

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Medical Information Technology, Inc. (MEDITECH)	8/93	Med	3
MEDSTAT Systems, Inc.	3/92	Med	2, 6
Mellon Bank Fee-Based Services	11/92	Bank	1, 3
Mentor Graphics Corporation	12/92	Cross/ES/SA	5, 3
Micro Healthsystems, Inc.	1/92	Med	3, 5
Microsoft Corporation	1/93	Cross/OS	3, 4
M&I Data Services, Inc.	8/92	Bank	1, 3, 8
Mozart Systems Corporation	7/93	Cross	4
MPACT EDI Systems	3/93	DMan, RDis, Tran	4
Mutual Services Inc.	2/92	Bank	1, 2
National Data Corporation	12/92	RDis, Bank, Med	1, 2, 5
National Distributor Systems, Inc.	3/92	WDis	5
National Education Training Group	10/92	Cross/ET	6
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Network Equipment Technologies, Inc.	10/91	Cross	4
Network Management, Inc. See: NMI			
Newtrend	7/93	Bank	1, 3, 8
Neuron Data, Inc.	11/91	Cross	4
Nichols & Company	8/91	Cross	3
NMI	10/92	St, Fed, Cross	6, 7, 8
Octel Communications Corporation	12/92	Cross	5, 2
Oracle Systems Corporation	11/91	Cross	4, 3
Pacific Telesis Group	11/92	Cross	2, 6, 7
Parametric Technology Corporation	2/93	DMan	3
Paychex, Inc.	9/92	Cross/HR	1
Pay-Fone Systems, Inc.	12/92	Cross/HR	1
PDA Engineering	1/93	Cross/ES	3
Pentamation Enterprises, Inc.	4/92	Educ, St, Loc	3, 5, 7
PeopleSoft, Inc.	6/93	Cross/HR	3
Perot Systems Corporation	9/92	Bank, Ins, Man	6, 7, 8
Perwill Incorporated	3/91	Cross/EDI	3
Physicians Practice Management	3/93	Med	3
Piedmont Systems Incorporated	6/91	Cross/EDI	3
Pilot Executive Software	3/92	Cross/PA	3

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PKS Information Services, Inc.	6/92	Cross	8
Policy Management Systems Corporation	5/92	Ins	1, 3
Powersoft Corporation	2/93	Cross	4
Praxis International Inc.	1/93	Cross, ES	4, 3, 6
PRC Inc.	3/92	Fed	6, 7
Precision Visuals, Inc. (merged with IMSL, Inc. to form Visual Numerics)	4/92	Cross/ES	3, 6
Premenos Corp.	9/92	Cross/EDI	3
Profitkey International, Inc.	6/93	DMan	3, 5
Progress Software Corporation	5/92	Cross	4
Project Software & Development, Inc.	1/93	Cross	3
Proprietary Software Systems, Inc.	2/92	Fed	6
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Quality Systems, Inc.	7/92	Med	5
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RAILINC Corporation	7/93	Trans	2
RealWorld Corporation	8/91	Cross/AC	3
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Retix	8/93	Cross	4
Reynolds and Reynolds Company (The)	1/93	RDis, Med	5
Ross Systems, Incorporated	11/92	Cross/AC	3
Santa Cruz Operation, Inc. (The)	6/93	Cross	4, 3
SAP America, Inc.	5/93	Cross/AC	3
SAS Institute Inc.	4/92	Cross/PA	3, 4
Satellite Computing, Inc.	6/91	Dis, DMan	3
SAZTEC International, Inc.	1/91	Tele	1
Science Applications International Corporation	12/92	Fed	6, 7
SCS/Compute, Inc.	7/92	BServ	1, 3
SEI Corporation	5/91	Bank	1, 8, 3
Shared Financial Systems, Inc.	6/93	Bank, RDis	3, 6
Shared Medical Systems Corporation	7/92	Med	1, 3, 5
SHL Systemhouse Inc.	3/93	Cross	7, 6

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SofTech, Inc.	1/92	Fed	6, 7
Softlab Inc.	11/91	Cross/CASE	4
Software Publishing Corporation	3/92	Cross/OS	3
Sprint Corporation	10/92	Cross	2
SPSS Inc.	3/91	Cross/ES	3
State of The Art, Inc.	7/91	Cross/AC	3
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St. Paul Software	8/93	DMan, Dis	1, 3, 6
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Sybase	8/91	Cross	4, 6
Symantec Corporation	8/93	Cross/PA	3, 4
Symix Computer Systems, Inc.	4/93	DMan	5
Synercom Technology, Inc.	5/93	Cross/ES	3
SYSCON Corporation	5/92	Fed	6, 7, 8
Systematics, Inc.	4/92	Bank	8, 3
System Integrators, Inc.	4/92	PMan	5
System Software Associates, Inc.	5/93	DMan, Dis	3
Systems & Computer Technology Corporation	3/92	Educ, St, Loc, Fed	8, 3
Systems Center, Inc. (acquired by Sterling Software)	6/92	Cross	4
TDS Healthcare Systems Corporation (acquired by ALLTEL)	8/93	Med	3, 1
Technalysis Corporation	7/92	Cross	6
Technology Solutions Company (TSC)	12/92	Dis, DMan, PMan, Bank, Ins	7

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Telecredit, Inc. See: Equifax, Inc.			
Telerate, Inc. See: Dow Jones Telerate			
TELINK Systems, Inc.	8/93	Cross/EDI	3, 4
Terrano Corporation	6/92	Med	5
Tesseract Corporation	9/91	Cross/HR	3, 6
Timberline Software Corporation	4/92	BServ, Misc	3
Total System Services, Inc.	5/92	Bank	1
Transportation Management Techniques, Inc.	5/91	Cross/SA	3, 5
Trax Softworks, Inc.	10/92	Cross/PA	3
Triad Systems Corporation	3/92	RDis	5
TRW Information Systems & Services	12/92	RDis, Bank	2, 7
TSC See: Technology Solutions Company			
TSI International	7/93	Cross, EDI	3, 4
U.S. Intelco Network, Inc.	2/93	Tele	1
U S WEST Inc.	6/92	Tele, Cross	1, 2, 3, 4
Verity, Incorporated (acquired by Frame Technology)	6/91	Cross	4
VMARK Software, Inc.	6/92	Cross	4
Volt Delta Resources, Inc.	7/91	Tele	6
Walker Interactive Systems, Inc.	7/93	Cross	3
Warner Computer Systems, Inc. See: Warner Insurance Services			
Warner Insurance Services, Inc.	3/93	Ins, Bank	8, 1
Wavefront Technologies	7/91	Cross/ES	3
Westinghouse Communications	8/91	Cross	2, 6
WordPerfect Corporation	12/92	Cross/OS/PA	3
WordStar International Incorporated	4/92	Cross/OS	3
Worldwide Chain Store Systems Inc.	3/91	RDis, WDis	3
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Advanced Ideas Inc.	8/91	Educ	3
Advanced Systems for Cellular	5/90	Tele	3
Advantage Systems, Inc.	6/91	Bank/EDI	3, 6
Affiliated Computer Services, Inc.	9/92	Bank, Cross	1, 8
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AGS Information Services, Inc.	8/91	DMan, PMan, Tele Bank	6, 7
AICorp, Inc.	2/92	Cross	4
Aldus Corporation	6/92	Cross/OS	3
American Business Computers	4/91	Cross/EDI	3
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American Management Systems, Inc.	7/92	Bank, Fed, Loc, Educ	6, 7
American Software, Inc.	1/92	Cross, DMan, Dis, Med	3
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Anacomp, Inc.	1/92	Cross/COM	1
Analysts International Corporation	11/91	Cross	6
Analytical Technologies, Inc.	8/89	Cross	6

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Applied Business Technologies, Inc.	11/91	Edu	3
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BMC Software, Inc.	9/92	Cross	4
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Boole & Babbage, Inc.	5/92	Cross	4
Borland International, Inc.	9/91	Cross	3, 4
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Cambar Software, Inc.	4/92	WDis, DMan	3
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Central Point Software, Inc.	6/92	Cross	4
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INTERACTIVE Systems Corporation	9/91	Cross	4, 6
Intergraph Corporation	12/89	Cross/ES	5
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Landmark Systems Corporation	4/91	Cross	4
Lawson Associates	7/91	Cross/AC/HR	3, 6
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Lloyd Bush & Associates	8/91	Cross/EDI	3
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Media Cybernetics, Inc.	12/91	Cross	3, 4
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Micro-MRP, Inc.	5/90	DMan	3
Microsoft Corporation	4/91	Cross/OS	3, 4
M&I Data Services, Inc.	8/92	Bank	1, 3, 8
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Mozart Systems Corporation	10/91	Cross	4
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Mutual Services Inc.	2/92	Bank	1, 2
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Network Computing Corporation	11/89	Util, Loc	3, 5, 1
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Network Management, Inc.	4/89	Cross	6

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Perot Systems Corporation	9/92	Bank, Ins, Man	6, 7, 8
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Physicians Practice Management	11/90	Med	3
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Proprietary Software Systems, Inc.	2/92	Fed	6
qad.inc	9/92	DMan, PMan	3, 6
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Quality Systems, Inc.	7/92	Med	5
Quorum Legal Systems	10/91	BServ	5
Quotron Systems, Inc.	8/92	Bank, Cross/DB	2, 1

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RealWorld Corporation	8/91	Cross/AC	3
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Redshaw, Inc. (acquired by Delphi Information Systems)			
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Retix	10/91	Cross	4
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SAP America, Inc.	4/92	Cross/AC	3
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Science Applications International Corporation	9/90	Fed	6, 7
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Shared Medical Systems Corporation	7/92	Med	1, 3, 5
SHL Systemhouse Inc.	4/91	Cross	7, 6
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Software Publishing Corporation	3/92	Cross/OS	3
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Stockholder Systems, Inc.	2/91	Bank, Util	3
Stonehouse & Company	8/91	Cross	3
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STSC, Inc.	12/90	Cross	3, 4
SunGard Data Systems Inc.	9/91	Bank, Cross/DR	1, 3
Supply Tech, Inc.	5/91	Cross/EDI	4
Sybase	8/91	Cross	4, 6
Symantec Corporation	10/91	Cross/PA	3, 4
Symix Systems, Inc.	7/91	DMan	5
Synercom Technology, Inc.	4/91	Cross/ES	3
SYSCON Corporation	5/92	Fed	6, 7, 8
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Systems & Computer Technology Corporation	3/92	Educ, St, Loc, Fed	8, 3
Systems Center, Inc.	6/92	Cross	4
System Software Associates, Inc.	4/92	DMan, Dis	3
TDS Healthcare Systems Corporation	6/91	Med	3, 1
TEC Computer Systems, Inc. See: ASA International Ltd.			
Technalysis Corporation	7/92	Cross	6
Telecredit, Inc.	2/91	RDis, Bank	1, 2
Telerate, Inc. (subsidiary of Dow Jones)	1/90	Bank, Cross	2
Terrano Corporation	6/92	Med	5
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Transportation Management Techniques, Inc.	5/91	Cross/SA	3, 5
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TRW Information Services	9/88	RDis, Bank	2
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UNIPAC Service Corporation	5/90	Bank	1
United Education & Software Data Systems Group	11/89	Educ	3
United Information Technologies Corp.	2/90	Tele	6
U.S. Intelco Network, Inc.	6/89	Tele	1
U S WEST Inc.	6/92	Tele, Cross	1, 2, 3, 4
Verity, Incorporated	6/91	Cross	4
VMARK Software, Inc.	6/92	Cross	4
Volt Delta Resources, Inc.	7/91	Tele	6
Walker Interactive Systems, Inc.	5/92	Cross	3
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Automated Systems Consultants, Inc.	8/88	Cross	6
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Network Computing Corporation	11/89	Util, Loc	3, 5, 1
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Keane, Inc.	6/90	Cross	6
Keydata Corporation	4/88	WDis, Man	5
K.K. Ashisuto	7/90	Cross	3, 4
Kleinschmidt, Inc.	2/91	Cross/EDI	2
KnowledgeWare, Inc.	2/91	Cross/CASE	4
Landmark Systems Corporation	4/91	Cross	4
Language Technology Inc.	11/89	Cross/CASE	4
Lawson Associates	3/90	Cross/AC/HR	3
Learning Tree International, Inc.	5/90	Cross/ET	6
LEGENT Corporation	4/91	Cross	4
Liant Software Corporation	6/90	Cross	4
Litton Computer Services	4/89	Fed, Cross	1, 6, 7
Lloyd Bush & Associates	9/88	Cross/EDI	3
Logica Data Architects, Inc.	1/91	Bank, Ins, Tele	6, 3
Logicon, Inc.	1/91	Fed	6
Logisticon, Inc.	2/91	WDis, Man	5
Lotus Development Corporation	11/90	Cross	3
MacNeal-Schwendler Corporation (The)	7/90	Cross/ES	3
Madic-Compufact Corporation	7/89	Man	5
Management Science America, Inc. See: D&B Software Services, Inc.			
Manager Software Products	3/89	Cross	4
Marcam Corporation	2/90	PMan	3
Martin Marietta Information Systems Group	6/90	Fed	7, 6, 8
May & Speh, Inc.	10/90	Cross	1
MCBA, Inc.	4/91	Cross/AC, WDis Man	3, 6
McCormack & Dodge Corporation See: Dun & Bradstreet Software Services, Inc.			
McDonnell Douglas Systems Integration Company	10/90	Cross/ES, RDis, Tele, Man, Loc, Fed	7, 6, 1
Mead Data Central	5/90	Cross/DB	2
Media Cybernetics, Inc.	7/89	Cross	3, 4

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Medical Information Technology, Inc.	2/90	Med	3
Mentor Graphics Corporation	6/90	Cross/ES/SA	5, 3
Merit Systems, Inc. See: CAP GEMINI AMERICA			
Metaphor Computer Systems, Inc.	9/88	Cross/SA	5
Micrognosis, Inc.	10/89	Bank	5
Micro-MRP, Inc.	5/90	Man	3
MicroPro International See: WordStar International			
Microsoft Corporation	4/91	Cross/OS	3, 4
M&I Data Services, Inc.	8/89	Bank	1, 3
Miror Telephony Software, Inc.	3/90	Tele	3
Mitrol Incorporated	3/87	Cross/AC	3, 4
Modular Information Systems, Inc. See: The Newtrend Group			
Morino, Inc. See: LEGENT Corporation			
MPSI Systems Inc.	3/89	Cross/SA/PA	3
MTech (acquired by Electronic Data Systems)			
Multi Soft, Inc.	11/89	Cross	4
Municipal Data Management, Inc.	7/89	St, Loc	3
Mutual Services Inc.	11/89	Bank	1, 2
Nastec Corporation (merged with Transform Logic Corp.)	11/88	Cross/CASE	4
National College Services	11/89	Educ	3, 1, 6
National Data Corporation	10/89	RDis, Bank, Med	1, 2, 5
National Distributor Systems, Inc.	3/89	WDis	5
National FSI, Inc. See: SEI Corporation			
NCR Data Services	9/88	Bank	1
Network Computing Corporation	11/89	Util, Loc	3, 5, 1
Network Equipment Technologies, Inc.	3/89	Cross	6
Network Management, Inc.	4/89	Cross	6
Newtrend Group (The)	11/89	Bank	3, 1
Neuron Data	12/89	Cross	4

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Nichols & Company	7/89	Cross	3
Nortridge Software, Inc.	5/89	Bank	3
OAO Corporation	12/86	Fed	6
Octel Communications Corporation	12/89	Cross	5
Odesta Corporation	12/89	Cross	4, 3
On-Line Software International, Inc.	4/90	Cross	4
Optimation	10/86	PMan	3, 5
Oracle Systems Corporation	2/90	Cross	4, 3
PAC Corporation	6/87	BServ	5
Pacific Western Information Systems	11/89	St, Loc	3
Pansophic Systems, Inc.	10/90	Cross	4, 3
Paychex, Inc.	12/90	Cross/HR	1
Pay-Fone Systems, Inc.	2/91	Cross/HR	1
PBL Associates	1/91	Cross/AC	3
PDA Engineering	11/89	Cross/ES	3
Pentamation Enterprises, Inc.	2/89	Med, Educ, Cross	1, 5
Perwill Incorporated	3/91	Cross/EDI	3
Physicians Practice Management	11/90	Med	3
Piedmont Systems Incorporated	4/90	Cross/EDI	3
Pilot Executive Software	10/90	Cross/PA	3
Planning Research Corporation	8/89	Fed	6, 7
Policy Management Systems Corporation	5/90	Ins	1, 3
Precision Visuals, Inc.	8/89	Cross/ES	3, 6
Profitkey International, Inc.	1/91	DMan	3, 5
Progress Software Corporation	2/91	Cross	4
Project Software & Development, Inc.	2/90	Cross	3
Proprietary Software Systems, Inc.	6/89	Fed	6
Quadratron Systems, Inc.	10/89	Cross/OS	3
Quorum Systems	9/89	BServ	5
Quotron Systems, Inc.	5/89	Bank, Cross/DB	2, 1
RAILINC Corporation	4/90	Trans	2
RealWorld Corporation	7/90	Cross/AC	3

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Redinet Services (acquired by Sterling Software EDI Group)			
Redshaw, Inc.	9/88	Ins	5
Release Management Systems	9/88	Cross/EDI	3
Republic Service Bureau Inc.	12/86	Cross	1
Reynolds and Reynolds Company (The)	1/90	RDis, Med	5
Robin & Dackerman	11/90	Cross	6
Ross Systems, Incorporated	3/90	Cross/AC	3
RSA Data Security, Inc.	5/89	Cross	4
Ryan McFarland Corporation See: Liant Software Corporation			
Sage Software, Inc. (merged with Index Technology)	12/90	Cross/CASE	4
Santa Cruz Operation, Inc. (The)	7/89	Cross	4, 3
Santiago Data Systems, Inc.	6/89	Med	3
SAS Institute Inc.	2/91	Cross/PA	3, 4
Satellite Computing, Inc.	11/90	Dis, Man	3
SAZTEC International, Inc.	1/91	Tele	1
SCICOM Data Services, Ltd.	3/87	Cross	1
Science Applications International Corporation	9/90	Fed	6, 7
Scientific Systems Services, Inc. See: Computer Task Group			
SCS/Compute, Inc.	10/89	BServ	1, 3
SEI Corporation	7/90	Bank	1
Shared Financial Systems, Inc.	1/91	Bank, RDis	3, 6
Shared Medical Systems Corporation	5/89	Med	1
SHL Systemhouse Inc.	4/91	Cross	7, 6
Sigma Systems Inc.	11/89	Educ	3
Simplan Systems, Inc.	7/89	Cross/PA	3
SofTech, Inc.	1/91	Fed	6, 7
Softlab Inc.	11/88	Cross/CASE	4
Software AG Systems, Inc.	4/88	Cross	4
Software Publishing Corporation	3/91	Cross/PA	3

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Software Services of America, Inc.	4/88	Bank	3
Source Telecomputing Corporation See: CompuServe Incorporated			
Speech Plus, Inc. (acquired and merged into Centigram Communications Corp.)	7/89	Cross	5
Speech Systems Incorporated	8/89	Cross	5
SPSS Inc.	3/91	Cross/ES	3
Sterling Software, Inc.	3/91	Cross, Fed, RDis Bank	6, 8, 4 3, 2
Sterling Software Applications Software Group	4/91	RDis, Bank	3, 5
Sterling Software EDI Group	4/91	Cross/EDI	3, 2
Sterling Software Federal Systems Group	3/91	Fed	6, 8
Sterling Software Systems Software Group	3/91	Cross	4
STM Systems Corp.	8/89	Cross, Bank	1, 6
Stockholder Systems, Inc.	2/91	Bank, Util	3
Stonehouse & Company	2/90	Cross	3
St. Paul Software	4/90	Man, Dis	3
STSC, Inc.	12/90	Cross	3, 4
SunGard Data Systems Inc.	10/89	Cross/DR, Bank	1, 3
Supply Tech, Inc.	4/90	Cross/EDI	3
Sybase	5/89	Cross	4
Symantec Corporation	11/88	Cross/PA	3, 4
Synercom Technology, Inc.	4/91	Cross/ES	3
SYSCON Corporation	10/89	Fed	6
Systematics, Inc. (acquired by Alltel)	10/89	Bank	8, 3
System Integrators, Inc.	4/87	PMan	5
Systems & Computer Technology Corporation	2/89	Educ, St, Loc, Fed	8, 6
Systems Center, Inc.	12/90	Cross	4
System Software Associates, Inc.	3/91	DMan, Dis	3
TDS Healthcare Systems Corporation	11/90	Med	3, 1

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TEC Computer Systems, Inc. See: ASA International Ltd.			
Technalysis Corporation	6/89	Cross	6
Technicon Data Systems Corporation See: TDS Healthcare Systems Corporation			
Teknowledge, Inc.	12/88	DMan	6
Telecredit, Inc.	2/91	RDis, Bank	1, 2
Telerate, Inc. (subsidiary of Dow Jones)	1/90	Bank, Cross	2
Telos Corporation (acquired by Contel)	1/89	Fed, St, Loc	6
Terrano Corporation	6/90	Med	5
Ticketron	10/89	St, Cross	1
Timberline Software Corporation	4/91	BServ, Misc	3
Titan Systems, Inc.	8/88	Fed	6
Tominy, Inc.	3/89	Cross	4, 6
Tone Software Corporation	8/87	Cross	4, 6
Total System Services, Inc.	4/91	Bank	1
Transform Logic Corporation	4/88	Cross	4
Transportation Management Techniques, Inc.	5/89	Cross, Tran	3
Trax Softworks, Inc.	3/89	Cross/PA	3
Triad Systems Corporation	2/91	RDis, Med	5
TRW Information Services	9/88	RDis, Bank	2
TRW System Development	12/86	Fed	6
TSC, Inc.	10/90	Dis, Man, Bank Ins	7
TSI International	4/91	Cross, EDI	3, 4
TSR, Inc.	10/87	Cross	6
Unify Corporation	1/91	Cross	4
UNIPAC Service Corporation	5/90	Bank	1
United Education & Software Data Systems Group	11/89	Educ	3
United Information Technologies Corp.	2/90	Tele	6
U.S. Intelco Network, Inc.	6/89	Tele	1
U S WEST Inc.	5/89	Tele, Bank	1, 2, 3, 4

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U S WEST Network Systems Inc.	5/89	Cross	3
Vanguard Technologies International, Inc. See: Cincinnati Bell Information Systems			
Verity, Incorporated	7/89	Cross	4
Votan	8/89	Cross	5
Warner Computer Systems, Inc.	3/91	Ins, Bank	8, 1
Wavefront Technologies	7/89	Cross/ES	3
Westbridge Computer Corporation	8/90	Gov	1, 6
Western Data Systems, Inc.	8/89	DMan	3
Westinghouse Communications	5/90	Cross	2
WordPerfect Corporation	2/91	Cross/OS/PA	3
WordStar International Incorporated	2/91	Cross/OS	3
Worldwide Chain Store Systems Inc.	3/91	RDis, WDis	3
Xerox Computer Services	9/88	DMan, WDis	1, 3, 5
Xerox Desktop Software	5/90	Cross/SA	3
Xyvision, Inc.	9/90	Cross/SA	3

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